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A VALUABLE REFERENCE GUIDE TO THE MILITARY MARKET

PUBLISHED BY THE AMERICAN LOGISTICS ASSOCIATION

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*Mass Market Retailers, March 6, 1989. "Polaroid"® OneFilm™

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ALA 1991–92
WORLDWIDE DIRECTORY & FACT BOOK

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1991–92 WORLDWIDE DIRECTORY & FACT BOOK
Published as a service to members

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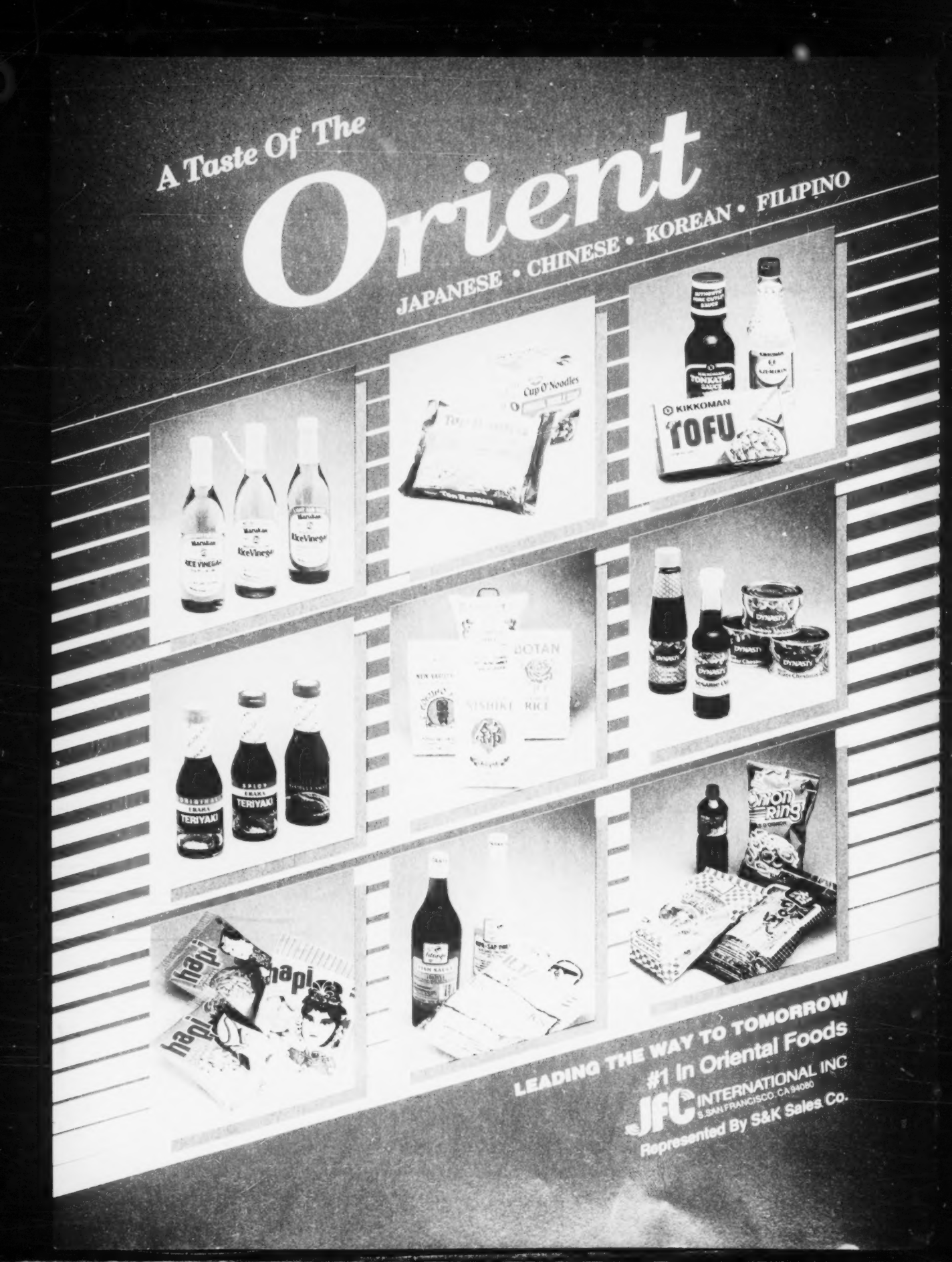
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HOW TO USE THIS DIRECTORY & FACT BOOK

A FOREWORD

As the name suggests, the *ALA Worldwide Directory & Fact Book* contains information you will need about the American Logistics Association and the military resale market. The scope of "resale" activities is vast. With this in mind, the *ALA Directory* has been edited to meet the needs of all professionals associated with the industry's wide-ranging activities.

Looking through the different sections of this directory you will find that it is a publication worth keeping at your elbow throughout the year. We have tried to include the most accurate information available. For this we extend grateful thanks to ALA members and the military and government agencies whose cooperation and assistance help make this publication possible.

FINDING WHAT YOU NEED

The *ALA DIRECTORY* contains mini-directories bound into a one-stop desk-top reference source. Here is a summary of what you will find in each section:

ALA Information: lists the ALA's Board of Directors, officers, executive and headquarters staff, committees, process action teams and task force groups, bylaws, and chapter presidents.

Industry Members: lists ALA member companies alphabetically by name with address, phone number, fax and telex, voting, corporate and individual members, and description of products/services offered. Also provides Supply Bulletin data.

ALA Broker, Distributor and Media Members: separate alphabetical lists of ALA-members in these categories. Refer to "Industry Members" listing for full profiles.

Index to Members: alphabetically lists ALA individual and "corporate umbrella" members. (Use this to find address/phone number for anyone listed in "Industry Members.") Gives ALA chapter affiliations.

Congress: separate lists of key House and Senate committees and their respective chairmen. Gives complete names, addresses and phone numbers. An invaluable "legislative alert" resource.

AAFES: lists key HQ, region and area personnel. Gives addresses, phone numbers, sales and other data, and buying procedures. Also gives buyers' procurement areas.

Defense Commissary Agency (DeCA): lists key headquarters personnel, region and field personnel; store managers and buyers.

Department of Defense (DoD): lists key personnel involved with the resale industry.

DLA: lists HQ, region and field personnel. Gives addresses, phone numbers, and outlines mission activities.

DPSC: lists key HQ, region and field personnel. Gives addresses, phone numbers, and outlines mission resale/troop support programs.

Department of State: lists key HQ personnel as well as description of the Office of Commissary and Recreation Affairs.

NEXCOM: lists key HQ and field personnel. Gives addresses, phone numbers, sales and other data, and buying procedures. Also gives buyers' procurement areas.

Coast Guard (Exchange and Morale): lists key HQ and store personnel; gives addresses, phone numbers, sales data, and buying procedures.

Marine Corps Retail Operations: lists key HQ and store personnel. Gives addresses, phone numbers, sales and other data, and buying information.

VCS: lists key central and region personnel. Gives addresses, phone numbers, sales/promotion data, and buying procedures.

MWR Activities: separate lists of key HQ personnel at military service branches. Gives addresses, phone numbers and buying procedures.

Index to Resale Professionals: alphabetically lists all military resale personnel in sections above, with the appropriate page number.

If you don't find what you're looking for in the ALA DIRECTORY call on ALA's information resources (202) 466-2520. We are happy to assist you.

TAMBRANDS

Tambrands Inc. · One Marcus Avenue · Lake Success, NY 11042 · 516 478 8000 · Fax 718 554 2396

Re: Environmental Commitment By Tambrands

Dear Retailers,

As Chairman and CEO of Tambrands Inc., I would like to share with you our environmental vision.

Environmentally Committed

Tambrands is committed to preserving our environment. And, as many of you know, consumers are becoming increasingly interested in environmental issues and are choosing products like ours that can truly help.

Tampons Are Superior To Pads

All tampons and tampon applicators, including plastic applicators, are lighter and more compact than pads, use less raw materials, and take up less space in landfills. This utilization of fewer resources is known as Source Reduction and is at the top of the EPA's hierarchy of solutions to the solid waste problem.

The TAMPAX® Flushable tampon, the market leader for over 50 years, offers women an additional environmental benefit. It is the only tampon with a flushable and biodegradable applicator, unchanged since 1936.

Actions Beyond Words

In all that we do, we will continue to improve our products and our processes to take into account both consumer and environmental needs. Over the next year, all TAMPAX® packaging will be made from recycled board (currently 90% is).

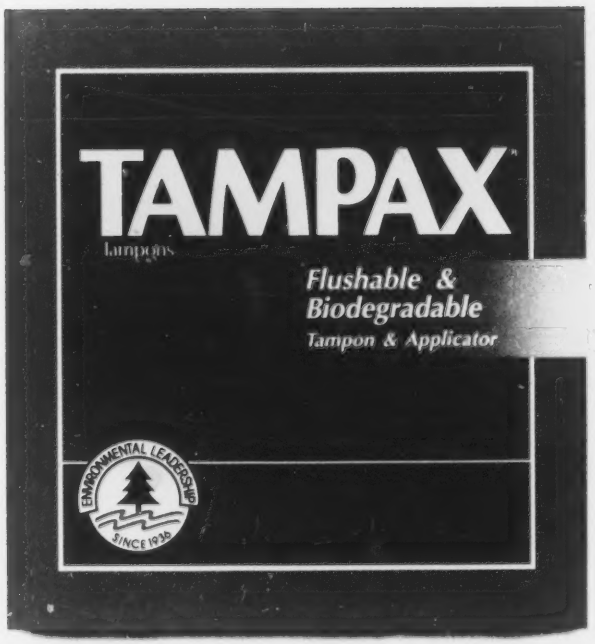
Since some women prefer pads, we will continue to offer Maxithins® pads, packed in cartons (not polybags), all of which will be made from recycled board by the end of this year.

We plan to continue to educate women on the environmental benefits of tampons through promotions, publicity, and on-pack communication. To encourage women to use our TAMPAX® Flushable and Biodegradable tampon, we have been airing a special biodegradable message on TV since Earth Day 1990.

We believe that more and more women are selecting their products and brands with the environment in mind and that TAMPAX® will be their brand of choice.

Very truly yours,

Martin F. C. Emmett
Chairman and Chief Executive Officer



WHAT'S GOOD FOR THE ENVIRONMENT IS GOOD FOR YOUR BUSINESS.

INTRODUCING THE AMERICAN LOGISTICS ASSOCIATION

The American Logistics Association is a voluntary, non-profit trade organization formed to promote, protect, and improve the business of those who well products and services to the government for resale in military commissaries, exchanges, clubs, foodservice outlets, snack bars, vending machines, mess and dining halls, ships stores, and for troop subsistence.

ALA provides a forum where industry executives can meet others facing the same challenges, in liaison with government and military personnel in the military resale marketplace. ALA's publications, conferences and other membership services educate both sides of the marketplace, and ALA plays a leadership watchdog role as it interfaces daily with Congress, government agencies, and the military resale commands.

AMERICAN LOGISTICS ASSOCIATION

ALA offers members who supply goods and services to the Military Resale System (MRS) a wide variety of business resources and services. Here are some examples:

- Provides a setting where Industry and Government may meet to address policy and industry issues.
- Provides analytic exchange and commissary sales reports—by store, by region, by agency—an invaluable tool for budget planning and market forecasting.
- Produces definitive research on subjects ranging from patron demographics, to marketing and merchandising techniques.
- Makes available inexpensive reproductions of military procurement data that is difficult to obtain elsewhere.
- Publishes accurate directories of member manufacturers, brokers and distributors, providing high-profile exposure to clients.
- Provides legal advice from ALA General Counsel.
- Provides awards programs to recognize industry and military accomplishments.

MEMBER SERVICES

- **Annual Convention**. An international showcase for the entire military resale industry.
- **Worldwide Directory**. Key year-round directory and marketing reference guide to the Military Market.
- **Interservice**. Official quarterly journal offers valuable editorial content, sales reports, and directories.
- **Executive Briefing**. Monthly newsletter reporting issues and regulations in military merchandising/marketing.
- **Pocket Factbook**. Handy guide offers industry statistics at your fingertips.
- **Conferences/Roundtables**. Annual series of meetings cover regional topics; draw together full industry and government participation to improve exchanges, commissaries.
- **Commissary Committee**. Explores issues impacting commissaries; recommends policy.
- **Exchange Committee**. Examines military exchange matters; recommends policy.
- **Special Groups, Process Action Teams, Task Forces**. Organized to provide industry knowledge in electronic data interchange, public affairs, training, merchandising to the military resale systems. Process action teams work with government to resolve issues and set policy.
- **Government Liaison**. Respected on-the-spot Capitol Hill relationships are complemented by daily contact with DoD, all the military resale services.
- **24 Chapters Around the World**. Focusing on local problems in the United States, Europe and Pacific.

CONVENTION & CONFERENCES

ALA's Annual Convention is the industry event. It is the sole opportunity on a national scale for industry and government/military representatives to convene in pursuit of their common objectives. The Annual Convention strives each year to:

- Provide a forum for the open discussion of ideas;
- Promote the exchange of knowledge and experience among industry and military leaders;
- Develop meaningful and thought-provoking education programs;
- Identify industry trends; and
- Encourage the development of membership know-how to achieve industry wide goals.

ALA's Regional Conferences and Roundtables provide the opportunity for company executives, middle-management staff and key supervisory personnel to increase their knowledge and skills through seminars at the regional level.

Held during the year at strategic locations, ALA's educational programs provide an opportunity for members to

meet with military representatives from regional and local military resale operations. There they tackle mutual business problems in an atmosphere of candor and cooperation.

These conferences offer insights into the systems and strategies of doing business with government and military agencies.

To ensure that appropriate business practices are conducted, the following disclaimer is read at every ALA meeting:

> "It must be noted that during ALA Board of Directors meetings, Standing Committee meetings and all other Association meetings, under no circumstances, for any reason whatsoever, may any discussion be held for any purpose of or which has the effect of either directly or indirectly limiting competition or restraining trade. At all Association meetings there may be no discussions as to geographic allocation of business activities; no discussions as to how much anyone can make, buy or sell; no discussions on price differentials or the maintenance of resale prices; no discussions as to class of consumers; no discussions as to the amount or extent of the supply of the products reaching the marketplace; and no discussions about preventing any buyer or class of buyers from having access to all the present or potential products of industry."

MILITARY RELATIONS

For over 71 years, a spirit of mutual trust and candor has been carefully built between the ALA and the government/military community. Thus, member companies see opportunities to expand their markets, to improve customer services, and to keep abreast of long term trends affecting their business future. By working in coordination with the various military services, ALA members, through committee action, use their industry expertise to assist the services in developing future policies and programs for improvement.

ALA values its good relations with the military services and federal agencies and will continue to offer its assistance and involvement in any areas where it has expertise available on issues of concern.

GOVERNMENT RELATIONS

With the steady escalation of government involvement into the day-to-day activities of private business, ALA's efforts to represent the legitimate interests of the military resale industry have necessarily become one of its most important membership services.

Effective government liaison is a two-pronged effort: first, to educate those who formulate legislation and regulations, thereby insuring as much as possible fair and equitable consideration of industry needs; and second, to defend the industry against ill-conceived legislation and unreasonable restraints. This activity is of primary importance to ALA for building respect and trust within the Administration, Congress and the Department of Defense.

Funding for the commissary and exchange systems is a prime concern of ALA's legislative action program, which reaches right down to the local level via ALA Chapters.

ALA also organizes task forces of other trade and military associations to provide a unified voice on legislation, and regulatory actions which might affect the resale systems and their patrons.

COMMITTEES

Much of ALA's success is dependent upon a strong committee structure of volunteers who give unselfishly of their time as committee members.

Committees generate positive contributions by vigorously striving to accomplish goals which will benefit the entire industry.

In an effort to have as many members involved in the affairs of the Association as is practically possible, more than 100 members sit on ALA's various committees.

Some of ALA's committees include: Commissary Committee, Exchange Committee, Membership Committee Distributor Committee, and several special groups task forces, and Process Action Teams that address the full range of issues including frequent delivery, electronic data interchange, public affairs, training, and merchandising to the military resale systems and more.

PUBLICATIONS

A vital function of communication with ALA members and the military resale community is done in great part through ALA publications. ALA is the focal point for military marketing information.

ALA is proud of the quality of its educational communications materials which play a major role in the continuing flow of information on new government military policies, and new techniques and concepts in military resale marketing.

Interservice is the ALA's official quarterly magazine structured around indepth editorial content, educating and informing both sides of the military resale marketplace. As a highly effective advertising medium, *Interservice* reaches 10,000 military resale professionals and buyers around the world, key Department of Defense personnel, and every member of the Senate and House Armed Services Committees and Appropriations Committees, as well as the ALA's Industry membership. Each issue contains solid features covering topics ranging from new products marketing to patron demographics to resale business operations. Featured in each issue is a special report—the annual brokers and distributors listings, a brand names and suppliers directory, or the fiscal year's commissary and exchange sales reports.

Executive Briefing is the ALA monthly newsletter that gives up-to-the-minute updates on issues of interest to the membership, presenting the facts in an easy-to-read format. Members look forward to receiving their "*EB*" each month.

And the publication you are now reading, the ***Worldwide Directory & Fact Book,*** has become one of the most visible publications in the military resale system. Published annually to coincide with the ALA Annual Convention, the Directory serves as a one-stop, desk-top reference source. Contents include names, addresses, locations, and telephone numbers for ALA members and the military and government resale/support agencies they supply; facts and figures about ALA Industry members and the resale agencies operating commissaries and exchanges; and illustrations, charts, tables and photographs designed to bring this unique industry, and its key participants, to your fingertips.

CHAPTERS

ALA has 24 chapters throughout the world. Our members generate strength for their association by their work at the chapter level. Strategically located in areas combining industry as well as military activity, ALA chapters draw members to local meetings around the country, in Europe, and the Pacific/Far East.

Chapters provide members with the means to periodically meet and exchange ideas with their peers on both sides of the military marketplace. Through chapters, the national ALA organization receives valuable input and guidance.

Recognizing the right of the membership on the chapter level to be heard in the national ALA forum, chapters nominate and elect two members of the national ALA board of directors to serve as representatives from the chapters. A complete list of ALA chapters and their respective presidents may be found in this Directory.

OTHER SERVICES & PROGRAMS

ALA's Annual Report provides a thorough review of the activities, programs and services which ALA conducts for its members and serves to introduce the benefits of membership to non-member companies.

Chapter Guidelines are contained in an ALA loose-leaf notebook manual developed for effective ALA chapter management. **Awards Program.** To recognize leadership and to stimulate further interest in the field of military resale marketing, ALA awards go to personnel in the armed forces, students, and industry recipients as well.

Public Relations has helped the ALA to build a strong, favorable public identity via communications with the consumer, military and industry trade media.

COMMISSARIES & EXCHANGES

HOW THEY WORK

The military commissary and exchange systems are among the only government activities that actually return more than they cost to operate. The military commissary—a large grocery store operated by and for military personnel—receives an annual appropriation from Congress. These dollars pay for the salaries of those who work for the commissaries and enables the systems to buy products for "resale" at cost from suppliers.

The total amount of all customer purchases in a commissary are subject to a five percent surcharge.

In short, the commissary customers themselves pay (through the surcharge) for the construction of their stores. Through their surcharge payments, the commissary's patrons have compacted themselves into a cooperative.

On the other hand, the military exchange—a large mass-merchandise department store, with many "satellite" (i.e., gas stations, fast food operations, movie theaters, and more) activities receives only a small annual appropriation from Congress to pay for transportation of goods from continental U.S. to overseas locations.

The exchanges, like commissaries, are operated to provide a disposable income benefit to authorized patrons. The exchange systems operate on a "pay-as-you-go" basis, sustained by its own earnings. Earnings dependent upon patron purchases. All exchange earnings are returned to patrons in the form of new or improved exchanges or cash dividends given to military morale, welfare and recreation (MWR) fund accounts.

These MWR activities include child care centers, arts, hobby and craft shops, recreation centers, sports equipment, athletic activities, and a variety of other services used by military members and their families.

MILITARY EXCHANGES

The military exchange—popularly thought of as a large department store-type mass merchandise outlet—actually consists of nearly two-dozen separate "businesses" such as main exchange stores, convenience stores, package stores, food operations, gas stations, movie theaters, and others. This multi-dimensional view of the exchange systems is important because it sets the scope and vast logistical complexity of the exchange systems' worldwide business operations in stark contrast to that of the military's unrelated worldwide commissary operations.

The exchange services seek primarily to improve the quality of life for the 14 million customers within their military

Quality. Price. Service.

We offer a wide range of high quality products with service to match.

Oriental Trading Company

Oriental Trading Company, 1655 Bridgeway, Sausalito, CA 94965

community. The exchange facilities are staffed by a workforce dedicated to the basic philosophy of offering good service and value to customers.

Because they are "nonappropriated fund" government activities, the exchange systems do not receive taxpayer subsidies. Congressional appropriations are made only to cover the cost of transporting goods from the U.S. to military exchanges overseas. All civilian employees, therefore, are paid from exchange earnings.

Annual sales from the exchange systems' worldwide business operations last year totaled over $10.34 billion. Through these revenues, the exchange systems last year enhanced the military's "quality of life" by giving back to individual soldiers, sailors, airmen, marines, and coastguards men more than $330 million for their morale, welfare and recreational programs.

FACTS ABOUT EXCHANGES

Here are some of the most frequently asked questions about exchanges:

Q: *How many exchange stores are there?*

A: At present, there are 656 "main exchanges" worldwide, and another 20,000-plus exchange service-operated facilities.

Q: *Who pays for exchange stores?*

A: Civilian personnel costs are paid by the exchange services themselves from earnings generated by patrons' purchases.

Q: *Who operates military exchanges?*

A: Each individual military service branch manages its own exchange program. These include the Army and Air Force Exchange Service (a joint military command), the Navy Exchange Service Command, and the Marine Corps Retail Operations Branch. The Coast Guard and the Department of Veterans Affairs also operate their own exchanges.

Q: *Who shops in exchanges?*

A: Those eligible to shop include 2.2 million active duty personnel, their dependents, most reservists, and retirees; totaling more than 14 million individuals.

Q: *Why do we need exchanges?*

A: Every re-enlistment survey conducted has shown that exchanges along with commissaries are an employee benefit ranking second in importance only to the medical/dental benefit. Exchanges are among the only benefits aimed exclusively at the military family.

Q: *Do exchanges compete with the private sector?*

A: No. The exchange systems are regulated as to their patronage, and the categories and varieties of merchandise they may sell in the U.S. These regulations include cost/price limitations which, through rigorous enforcement by the DoD at the direction of the House Armed Services Committee of Congress, effectively ensure that the exchange systems refrain from direct competition with civilian retailers.

Q: *Why are exchange store prices sometimes higher than "downtown" prices?*

A: Exchange stores regularly provide an overall savings to patrons ranging from 20-25 percent. Because civilian mass-merchandise and department stores offer "loss leaders" the one-time savings realized, versus the exchange's overall everyday savings, prove "downtown" savings illusory.

MILITARY COMMISSARIES. The mission of the military commissary store is to provide grocery items for sale to authorized patrons at the lowest practicable prices in facilities designed and operated under standards similar to those in commercial food stores. The assortment of brands of merchandise is limited to those that meet the reasonable demands of commissary store patrons.

The military commissary—a large supermarket-type grocery store operated by and for military personnel—receives an annual appropriation from Congress. These dollars pay for the salaries of those who work for the commissaries and enables the systems to buy products for "resale" at cost from suppliers.

Store operations are paid for by a 5 percent surcharge—not a sales tax—levied on the total amount of customers' purchases. Surcharge pays for new commissary store construction, renovation, new equipment and maintenance, paper bags, shopping carts, and a multitude of other items. Only overseas commissaries receive funds for transportation and utility costs.

In short, the commissaries' customers themselves pay for their stores, and any improvement to or renovation of store units adds to the value of the country's National Real Estate Inventory. Through their surcharge payments, commissary patrons have compacted themselves into a highly efficient, worldwide military shoppers' cooperative.

FACTS ABOUT COMMISSARIES.

Here are some of the most frequently asked questions about commissaries:

Q: *How many commissary stores are there?*

A: 247 in the continental U.S.; 171 overseas; 418 worldwide.

Q: *Who pays for commissary stores?*

A: Personnel costs are paid through Congressional appropriations. All other costs of operation are paid for directly by the military patrons themselves.

Q: *Who operates military commissaries?*

A: Starting on October 1, 1991, the Defense Commissary Agency, Ft. Lee, Virginia manages all military commissary stores.

Q: *Who shops in commissaries?*

A: Those eligible to shop include 2.1 million active duty personnel, their dependents, and certain authorized reservists and retirees, totaling 13 million individuals.

Q: *Why do we need commissaries?*

A: Every re-enlistment survey conducted has shown that commissaries are an employee benefit second in importance only to the medical/dental benefit. Commissaries are among the only benefit aimed exclusively at the military family. Also, in many cases, there are no commercial grocery stores near many of our CONUS and overseas bases.

Q: *Do commissaries compete with the private sector?*

A: Commissaries operate under a very specific mandate to satisfy the personal needs of military personnel. However, despite this mandate, commissaries often are prohibited from offering many goods and services normally found in today's commercial supermarkets.

Q: *Why are commissary store prices sometimes higher than "downtown" prices?*

A: Commissary stores by law are prohibited from selling something for even a penny less than it cost to buy it, "whereas commercial supermarkets use "loss leaders" to attract customers.

Q: *How efficient are commissary stores compared to commercial supermarkets?*

A: The efficiency of commissaries is demonstrated by several industry indicators. One standard measure is average monthly sales per square foot of selling space. For commissaries (all stores worldwide), the figure is higher than commercial supermarkets.

For more information about the American Logistics Association, its activities and programs, and an application for membership, please call the ALA in Washington, D.C. at (202) 466-2520.

ALA WORLDWIDE DIRECTORY STAFF

Herman Marshall, Editor

Melisa Auerbach, Publications Assistant

Lisa Strauss, Advertising Manager

ALA MEETING SCHEDULE

Western Conference*
January 27–29, 1992
Sheraton Long Beach Hotel
Long Beach, CA

Commissary Roundtable
February 24–26, 1992
Marriott Hotel
Richmond, VA

Exchange Roundtable
March 16–18, 1992
Westin Galleria Hotel
Dallas, TX

Eastern Conference*
June 15–17, 1992
Marriott Hotel
Norfolk, VA

1992 Annual Convention
September 30–October 3, 1992
Fairmont Hotel
Mark Hopkins Hotel
Stanford Court Hotel
Masonic Auditorium
San Francisco, CA

For information call ALA Meetings Department

**Commissary Only*

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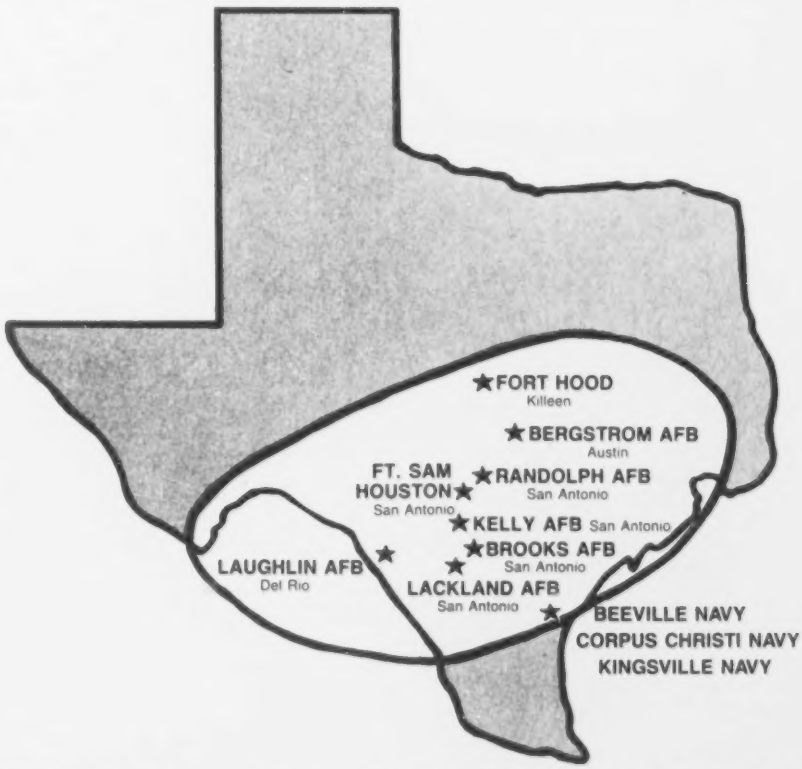
SALES CO. INC.

The Only 100% Military Distributor in South Texas

Professionals serving 8 South Texas commissaries
with frozen, dry and refrigerated products for 27 years.



The First 100% Commissary Distributor in the Nation 1963-1990

- Unequaled in service and averaging 98.5% completion on all orders turned in.
- Clean and precise paperwork with fully extended delivery tickets for fast collection.
- One of the largest cold storage plants in the nation dedicated solely to commissaries.
- As a professional commissary distributor, we invite inquiries from professionals serving the commissaries with food products and related items.

Eddie Schimmel **Robert S. Downey**
Linda Piland **Brent Downey**

Sterling Downey

4954 Space Center Drive
San Antonio, Texas 78218

(512) 661-8266
FAX #(512) 661-7009

SALES CO. INC.

ALA BYLAWS

ARTICLE I

Name, Headquarters and Purpose

(a) The name of this Association is the American Logistics Association. Its headquarters and principal office shall be in the City of Washington, District of Columbia. The Association shall maintain other offices at other places as the Board of Directors may from time to time direct.

(b) The purpose of the Association shall be to promote the activities, interests and objectives of companies and individuals actively engaged in the manufacture, sale and/or distribution of products and services to agencies of the United States Government, such as the Department of Defense and those other federal agencies and departments active in the procurement or sale of such products and services as are sold in resale outlets or similar activities. The Association shall also pursue such other purposes as are stated in its Articles of Incorporation.

ARTICLE II

General Form of Organization

(a) The affairs of the Association shall be governed by a Board of Directors which shall be composed of thirteen (13) persons, nine (9) of whom shall be elected by the membership in accordance with the procedures hereinafter described in Article IV(b), two (2) of whom shall be elected by the membership in accordance with the procedures hereinafter described in Article IV(c), one of whom shall be appointed by the Board of Directors to serve for a term of one (1) year, said appointment by the Board insofar as possible to reflect members of the Association not otherwise or inadequately represented on the Board, and one (1) of whom shall be the immediate past president of the Association, who shall serve on the Board of Directors for a term of one (1) year.

(b) The Board of Directors shall, at its first meeting after the annual meeting of the membership, elect from their number a president, a vice president, a secretary and a treasurer. The immediate past president shall serve as Chairman of the Board of Directors. No person shall simultaneously serve in more than one office.

(c) The term of office of each of the officers of the Association shall be for one year or until his successor is elected and shall have qualified, but may not exceed two years for any reason.

(d) The Board of Directors shall have the power to appoint additional officers of the Association upon such terms and conditions as the Board may by resolution prescribe, subject, however, to the provisions of the Articles of Incorporation and these Bylaws. The President shall have the authority to appoint all standing and special committees of the Association. The Board of Directors shall be responsible for the overall policies of the Association.

ARTICLE III

Duties of Officers

(a) The president shall be the chief executive officer of the Association and shall preside at all meetings of the Board of Directors and, subject to approval by the Board of Directors, pursuant to Article II(d), shall appoint the members of all committees not otherwise provided for in these Bylaws.

(b) The Vice President shall, in the absence or disability of the President, perform the duties and exercise the functions of the President. The Vice President shall also exercise and perform such other duties, and have such other functions as the President of the Board of Directors shall from time to time designate. In the event of the death, resignation or permanent disability of the President, the Vice President of the Association shall assume the duties of the office.

(c) The Secretary shall keep the minutes of the meetings of the Board of Directors in books provided for that purpose; shall preserve all records, letters and other documents relating to the affairs of the Association; shall keep in a book provided for that purpose the names and addresses and dates of membership of all members of the Association; and shall perform such other duties as the Board of Directors may from time to time require. The Secretary shall sign all agreements made in the name of the corporation and shall affix the corporate seal, of which he or she shall have custody, to all instruments requiring it. In the event of death, resignation or permanent disability of the Vice President of the Association, the Secretary shall assume the duties of the office. The Board of Directors shall elect at least one Assistant Secretary of the Association. Such Assistant Secretary shall have such powers and duties as the Board shall from time to time determine, and may be a paid employee of the Association.

(d) The Treasurer shall receive and account for all of the funds of the Association, and shall render annual statements showing in detail all monies received and the source thereof; all funds disbursed by the Association and the purpose for which the same shall have been expended. The Treasurer shall perform such other duties as may be prescribed by the Board of Directors. If required by the Board of Directors, the Treasurer shall give bond in such form and with such surety as shall be satisfactory to the Association for the proper and faithful performance of the duties of the office and for the restoration to the corporation in the event of death, resignation, retirement or removal from office, of all books, papers, vouchers and other property or assets of the corporation in his or her care or possession or control. The premium for such bond shall be paid by the Association. The Board of Directors shall elect at least one Assistant Treasurer of the Association, who need not be a member of the Board of Directors or the Association. Such Assistant Treasurer shall have such powers and duties as the Board shall from time to time determine, and may be a paid employee of the Association.

(e) The Chairman of the Board shall act in an advisory capacity to the President and shall be a voting member of the Board.

(f) The Officers and the Board of Directors of the Association shall be entitled to no salary or other compensation for their services as such.

(g) The President, Vice President, Secretary, Treasurer and the Chairman of the Board shall constitute an "Executive Council" the function of which will be to act as the advisory group for the Executive Vice President. This Council will also be charged with reviewing key association operational matters for presentation and recommendations to the Board of Directors.

ARTICLE IV

Meetings

(a) An annual meeting of the Industry members, as described in Article V, shall be held during the Association's annual convention in each year at which time the Industry members shall elect by a plurality vote such number of Directors as shall be necessary to fill the vacancies of those Directors whose terms are expiring during the then current year. The annual meeting shall be held in Washington, D.C., or in such other place as the Board of Directors shall designate.

(b) The term of office for nine (9) of the members of the Board of Directors shall be three (3) years, except that, at the first annual meeting after the effective date of this Article IV, the Industry members shall elect a Board of nine (9) members, three (3) of whom shall serve for a term of three (3) years, three (3) of whom shall serve for a term of two (2) years, and three (3) of whom shall serve for a term of one (1) year. Vacancies occurring in the Board of Directors by reason of death, resignation, retirement, disability or removal from office shall be filled by vote of the remaining Directors, and a person or persons so elected shall serve for the unexpired portion of the term for which his predecessor was elected.

(c) Two of the members of the Board of Directors shall be elected by the Presidents of the Chapters of the Association. The President of the Association shall appoint a nominating committee of three (3) Chapter Presidents, whose duties shall be identical to the duties described in Article VIII(a). The Chapter Presidents shall vote prior to the Association's annual convention. The term of office for each of the two (2) members of the Board of Direc-

tors elected pursuant to this paragraph shall be for a term of one (1) year.

(d) Notice of the date, time and place of the Association's annual convention shall be announced to each member at least (60) days prior to the date of the meeting. Such notice shall also include the report of the Nominating Committee.

(e) The order of business to be transacted at the Association's annual membership meeting shall be determined by the Board of Directors prior to the meeting. A quorum for the transaction of business shall be such number of Industry members as are present either in person or by proxy.

(f) Industry members may vote either in person or by written proxy, except that no proxy shall be exercised by a person who is not himself an Industry member.

(g) The Board of Directors shall hold an organization meeting within thirty (30) days after the Association's annual membership meeting at which they shall elect the officers to serve for the ensuing year, elect the Board Member to serve for one year pursuant to Article II(a), and transact such other business as shall be appropriate. Such meeting shall be convened at the call of the President.

(h) The Board of Directors shall meet at least quarterly at a place to be designated by the President with the approval of the Board.

ARTICLE V

Membership

(a) Membership in the Association shall consist of two classes: Industry and Individual.

(b) Industry membership shall be open to those persons, natural or legal, including local chapters of the Association, actively engaged in the manufacturer, sale and distribution of products and services to agencies of the United States Government, such as the Department of Defense, and those other federal agencies and departments active in the procurement or sale of such products and services as are sold in resale outlets or similar activities. Each Industry member admitted to the Association shall be entitled to nominate four (4) persons as representatives to attend seminars, conferences or similar meetings and to receive newsletters, news releases, market data and other materials provided by the Association to Industry members. However, only one representatives of each industry membership is entitled to attend and vote at any meeting of Industry members. The authority of the voting representative of each Industry member shall continue until the Industry member notifies the Association in writing that a replacement has been made. Such representatives shall be eligible to serve on committees of the Association and otherwise be entitled to all other privileges of an Industry member. There shall be no additional dues charges or other assessments made against up to four designated representatives of an Industry member.

(c) As described in Article V(b), each Industry member may designate four (4) persons as representatives, but may only designate one such representative to vote at an Association meeting. Pursuant to the foregoing sentence, as used in this Article, each of the four (4) persons designated by an Industry member shall be referred to as "Industry member." Subject to the exception noted in the next sentence, persons elected to the Board of Directors must be an Industry member or a Voting Industry member of the Association. The person appointed by the Board of Directors for a term of one (1) year, pursuant to Article II(a), need not be either a Voting Industry member or an Industry member, but must be a member of the Association. Notwithstanding any other provisions of this paragraph, no person who has served a three (3) year term on the Board of Directors may be re-elected to the Board within two (2) years of the end of the three (3) year term served, and no person may be elected to the Board of Directors if one of the four (4) Industry members from such person's company is already serving on the Board.

(d) All applications for membership for whatever class, shall be in writing, on forms provided for that purpose, and shall be submitted to the Board of Directors. Such applications shall include such information as the Board of Directors shall from time to time prescribe and shall be accompanied by tender of all dues required for such membership. The Board of Directors shall vote on all pending applications for membership at each of its regular meetings, provided however, that renewal applications need not be approved by the Board.

(e) The Board of Directors may from time to time by resolution, elect a person or persons to Honorary or Life membership in the Association. Such membership will entitle holder thereof to the rights and privileges included in the resolution, but such memberships will not entitle recipient to the right to vote as an Industry member.

(f) Industry members of the Association in good standing may, subject to rules and regulations adopted from time to time by the Board of Directors, print upon their labels and stationery the legend "Member of American Logistics Association," provided that the legend shall be so printed as in no way to give the consumer an impression that it is a representation of quality, or that the quality of the product is endorsed by the Association.

ARTICLE VI

Dues and Fees

(a) The Board of Directors shall establish and periodically review the dues structure of the Association.

(b) The Board of Directors may from time to time increase or decrease the dues payable by the members and may determine the amount of other fees and payments by the members from time to time, including, without limitation, the amount of registration and other fees connected with attendance at meetings, conventions or seminars conducted by or under the auspices of the Association. Provided, however, that there shall be no retroactive increase in the dues and no such increase shall be effective until the expiration of the period for which a member shall have paid dues in advance.

(c) A member who does not pay his or its membership dues or who engages in conduct prejudicial to the Association, or who ceases to meet the qualifications for membership specified in the Bylaws, may be dropped from membership. The Board of Directors may terminate the membership of such member by the affirmative vote of two-thirds of the members of the Board provided, however, that the Board of Directors instead of terminating the membership of such member may have the option of suspending such member for such period of time as the Board may determine. Any Member whose membership has been so terminated or suspended shall have the right to be heard at the next regular or special meeting of the Board of Directors, and to have such termination or suspension reconsidered at that time by the Board.

(d) Any member may withdraw from membership by filing with the Executive Vice President a written resignation which shall take effect immediately upon its receipt. Such resignation shall not, however, relieve the person, firm, partnership, association, or corporation, so resigning from liability for unpaid dues.

ARTICLE VII

Chapters

(a) Additional local chapters, other than those in existence on the effective date of Article VII of these Bylaws shall be organized only upon the approval of the Board of Directors upon such terms and conditions as the Board of Directors may determine.

(b) Upon dissolution of any local chapter or the withdrawal of its chapter, all of its property and records shall be and become the property of the Association.

ARTICLE VIII

Committees

(a) The Board of Directors shall annually appoint a Nominating Committee, which shall

consist of not fewer than three (3) members of the Board of Directors, and an equal number of members not on the Board of Directors. The Nominating Committee shall meet at the call of the President and shall, not later than one hundred eighty (180) days prior to the date of the annual meeting, present its report to the Board of Directors. Such report shall include its recommendations for persons who are to be candidates for election to fill the vacancies on the Board of Directors at the annual meeting pursuant to Article IV(b). In selecting candidates for election to fill vacancies on the Board of Directors, the Nominating Committee shall give primary consideration to making the Board of Directors broadly representative of the Association as the membership is reflected on the rolls. The Nominating Committee Report also shall include a statement that all candidates nominated have stated that they are willing to serve on the Board of Directors and assume at least one of the officer positions of the Association. Recommendations for the Chapter President vacancies on the Board shall be reported pursuant to Article IV(c). One candidate shall be recommended by the Board Nominating Committee, for each Board vacancy which shall be voted upon at the annual Meeting of Industry Members.

(b) Upon the publication of the report of the Nominating Committee, no later than one hundred fifty (150) days prior to the annual meeting, direct nominations may be made to the Board of Directors. Such nominations shall be in writing, shall identify the person or persons nominated, shall be subscribed by not fewer than twenty-five Industry members of the Association and shall include the written acceptance of the person or persons nominated to serve in the office for which they are nominated. Any such nomination in the possession of the Board of Directors not later than ninety (90) days prior to the date of the annual meeting is to be sent to the members. The names of persons so nominated shall be included in the annual membership notice which shall be sent to the members at least sixty (60) days prior to the annual membership meeting.

(c) The Board of Directors may, by resolution, establish such other standing or special committees as it shall deem necessary for the transaction of the activities and affairs of the Association. Such committees shall have and may exercise such powers and duties as the Board shall from time to time designate.

ARTICLE IX

Accounts

(a) The fiscal year of the Association shall end on the 30th day of June in each year, commencing with the 30th day of June of the first year in which these Bylaws shall become effective.

(b) The accounts of the Association shall be audited not less frequently than annually by an independent auditor, who shall be a Certified Public Accountant, whose report shall be submitted to the Board of Directors at the annual meeting. Copies of such reports shall be sent to each Industry member as soon as practicable after the annual meeting.

ARTICLE X

Publications

(a) The Association may publish such publications or periodicals as the Board of Directors shall from time to time determine.

(b) The Board of Directors shall have authority to determine the format of such periodicals, the advertising rates, if any, therein, and the subscription price thereof to non-members. The Executive Vice President shall have authority to retain or engage any editorial personnel necessary for the publication thereof as shall be deemed necessary.

(c) The Executive Vice President shall be, ex officio, the editor and publisher of all publications of the Association.

ARTICLE XI

Headquarters Staff

(a) The Headquarters of the Association shall be managed by its staff, which shall be under the direction of an Executive Vice President. The Executive Vice President shall have authority to employ such other personnel as shall be deemed necessary to attend to the affairs of the Association, consistent with these Bylaws and with any budgetary limitations imposed from time to time by the Board of Directors.

(b) The Executive Vice President shall have such further powers and duties as the President or the Board of Directors shall from time to time designate. A position description of the authority and responsibilities of the Executive Vice President shall be maintained at Association headquarters.

(c) The Executive Vice President shall be entitled to attend all meetings of the Board of Directors and meetings of the membership of the Association, but shall have no vote thereat. The Executive Vice President shall not, during the term of his employment as such, be an Industry member of the Association.

ARTICLE XII

Amendments and Quorum

(a) These Bylaws may be amended at any regular meeting or special meeting of the membership of the Association, provided that notice of any proposed amendment shall have been included in the notice of such meeting.

(b) In the absence of such meeting, these Bylaws may be amended by mail ballot, the conduct of which shall be under the procedures as the Board of Directors shall from time to time prescribe.

(c) Any amendment or amendments to these Bylaws whall be effective upon the affirmative vote of a majority of the membership of the Association voting in person, by proxy, or by mail ballot.

(d) A quorum at any meeting of the membership of the Association shall consist of a majority of those entitled to be present, either in person by proxy.

ARTICLE XIII

Indemnification

(a) The Association shall indemnify and hold harmless each person who is now or has been or shall hereafter serve as a director or officer of the Association from and against any and all claims and liability, whether the same settled or proceed to judgement, to which such person shall have become subject by reason of his having heretofore or hereafter been a director or officer of the Association, or by reason of any action alleged to have been heretofore or hereafter taken or omitted by him in such capacity,and shall reimburse each such person for all legal and other expenses (including the cost of settlement) reasonably incurred by him in connection with any such claim, liability, suit, action or proceeding; provided, however, that no such person shall be indemnified against, or be reimbursed for, any claims, liabilities, costs or expenses incurred in connection with any claim or liability, or threat or prospect thereof, based upon or arising out of his own willful misconduct, in the performance of his duties as such director or officer of the Association. The determination of all questions as to the existence of willful misconduct, and as to the right to indemnity and reimbursement hereunder and the reasonableness of such costs and expenses may be made, and shall be final and conclusive if made by the Board of Directors of the Association acting at a meeting at which a quorum is unaffected by self-interest notwithstanding that other members of the quorum present but not voting may be so affected. The rights accruing to any other person under the provisions of this Article XIII shall not exclude any other right to which the director or officer may be lawfully entitled, nor shall anything herein contained restrict the right of the Association to indemnify or reimburse such person in any case even though not specifically herein provided for.

ALA Code of Ethics

I Integrity of Membership

A. It shall be a violation of this Code for a member of this Association to make a false statement or fail to disclose a material fact in connection with his membership in this Association.

B. It shall be a violation of this Code for a member of this Association to (1) circumvent these rules through actions of another; (2) engage in illegal conduct; (3) engage in any conduct involving dishonesty, fraud, deceit or misrepresentation.

II Confidences and Secrets

A. It shall be a violation of this Code for a member of the Association to reveal a confidence or secret of his employer or principal. As used herein, a confidence or secret refers to information gained as a result of employment or agency that the member of the Association knows or has reason to believe the disclosure of which would be embarassing or would be detrimental to the employer or principal.

B. It shall be a violation of this Code for a member of this Association to use a confidence or a secret of an employer or principal to the disadvantage of the employer or principal.

III Conflicts of Interest

A. It shall be a violation of this Code for a member of this Association, except with the consent of his employer or principal, to accept employment or serve as an agent if the exercise of his professional judgment on behalf of his employer or principal will be, or reasonably may be, affected by his own financial, business, property or personal interests. Nothing in this Code shall prohibit a member of the Association from employment on a contingency or a commission basis. It shall, however, be a violation of this Code for a member of this Association to enter a business transaction with an employer or a principal if the member has differing interests therein and if the employer or principal expects the member to exercise his professional judgment; however, such business transaction is permissible when full information concerning any potential conflict of interest has been disclosed to the employer or principal, and said party consents thereto.

B. It shall be a violation of this Code for a member of this Association to accept or continue employment if the exercise of his professional judgment will be or is likely to be adversely affected by his employment or representation of another party, except to the extent permitted under Rule III C.

C. A member of this Association may represent multiple employers or principals if it is obvious that he can adequately represent the interests of each.

IV Avoiding Influences by Others

A. It shall be a violation of this Code for a member of this Association to accept compensation for his services from anyone other than his employer or principal. As used in this rule, compensation shall include any thing of value and shall include all emoluments, gratuities or rewards.

B. It shall be a violation of this Code for a member of this Association to give or cause to be given any compensation or thing of value to any person to influence such person's judgment with respect to the activities of the said member, his principal or employer.

V Performance of Contracts

A. It shall be a violation of this Code for a member of this Association to fail intentionally to carry out a contract for the delivery of goods or services to an agency or department of the United States government, or any other party.

B. It shall be a violation of this Code for a member of this Association to aid or participate in a contract or agreement that he believes to be unlawful.

C. It shall be a violation of this Code for a member of this Association to accept a contract for the delivery of goods or services when such member knows or has reason to know that he, his principal, or employer is not competent to accept such an undertaking.

ALA Nominating Procedures

ALA's Board of Directors

9 Members elected by membership
1 Appointed by Board
1 Immediate Past President
2 Elected of Chapter Presidents

Nominating Committee

Nominations to the Board of Directors are contributed to the Nominating Committee in a number of ways:

1. Candidates proposed by members of the Nominating Committee
2. Members who volunteer themselves as potential nominees
3. Candidates proposed by other members.

The Nominating Committee which is appointed by the Board of Directors in accordance with Article VIII of the Bylaws shall be composed of no less than three members of the Board of Directors and an equal number of members not on the Board. The Nominating Committee must meet no less than 180 days prior to the annual meeting. One candidate for each of the three vacancies which occur through normal term expirations will be made.

Nominations by the Membership

Upon publication of the report of the Nominating Committee, additional candidates may be made part of the ballot when no fewer than 25 Industry Voting members of the Association subscribe to the candidacy (and the candidate accepts) and this candidacy is provided to the Board of Directors 90 days prior to the annual meeting.

Chapter Representatives

Two Chapter representatives are elected for one year terms, by the Chapter Presidents.

Appointment by Board Directors

In addition, in accordance with Article II, the Board of Directors is required to appoint an additional Director for one year "insofar as possible to reflect members of the Association not otherwise or inadequately represented on the Board." The remaining Board position is filled by the Immediate Past President of the Association or an appointee to complete the total of 13.

About Candidates

The Bylaws state: (article VIII(a)) "In selecting candidates for election to fill vacancies on the Board of Directors, the Nominating Committee shall give primary consideration to making Board of Directors broadly representative of the Association as the membership is reflected on the roles."

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Military Distributors of Virginia

VICE PRESIDENT
Peggy Barry
S & K Sales Co.

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Nabisco Biscuit Co.

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Lloyd Johnson
C. Lloyd Johnson Co., Inc.

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Kraft General Foods

DIRECTOR
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Phil Singer Associates, Inc.

DIRECTOR
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Quaker Oats Company

DIRECTOR
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Lewis Bear Company

DIRECTOR
Donald V. Nymberg
Hershey Pasta Group

DIRECTOR
James S. Tait
Eastman Kodak Company

DIRECTOR
Lew Williams
Johnson & Johnson

DIRECTOR
Vacant

EXECUTIVE VICE PRESIDENT
Richard D. Murray
American Logistics Association

The Board of Directors is composed of 13 Directors. Two are elected by Chapter Presidents; one is the outgoing President who becomes Chairman of the Board; one is appointed by the Board; and nine are elected for three-year terms with three coming on the Board each year.

* Terms of office for several members of the 1990-91 Board of Directors expire on October 28, 1991. New Board members are elected at the Annual Meeting of ALA members on that date. The names of new ALA 1991-92 Board of Directors will be announced.

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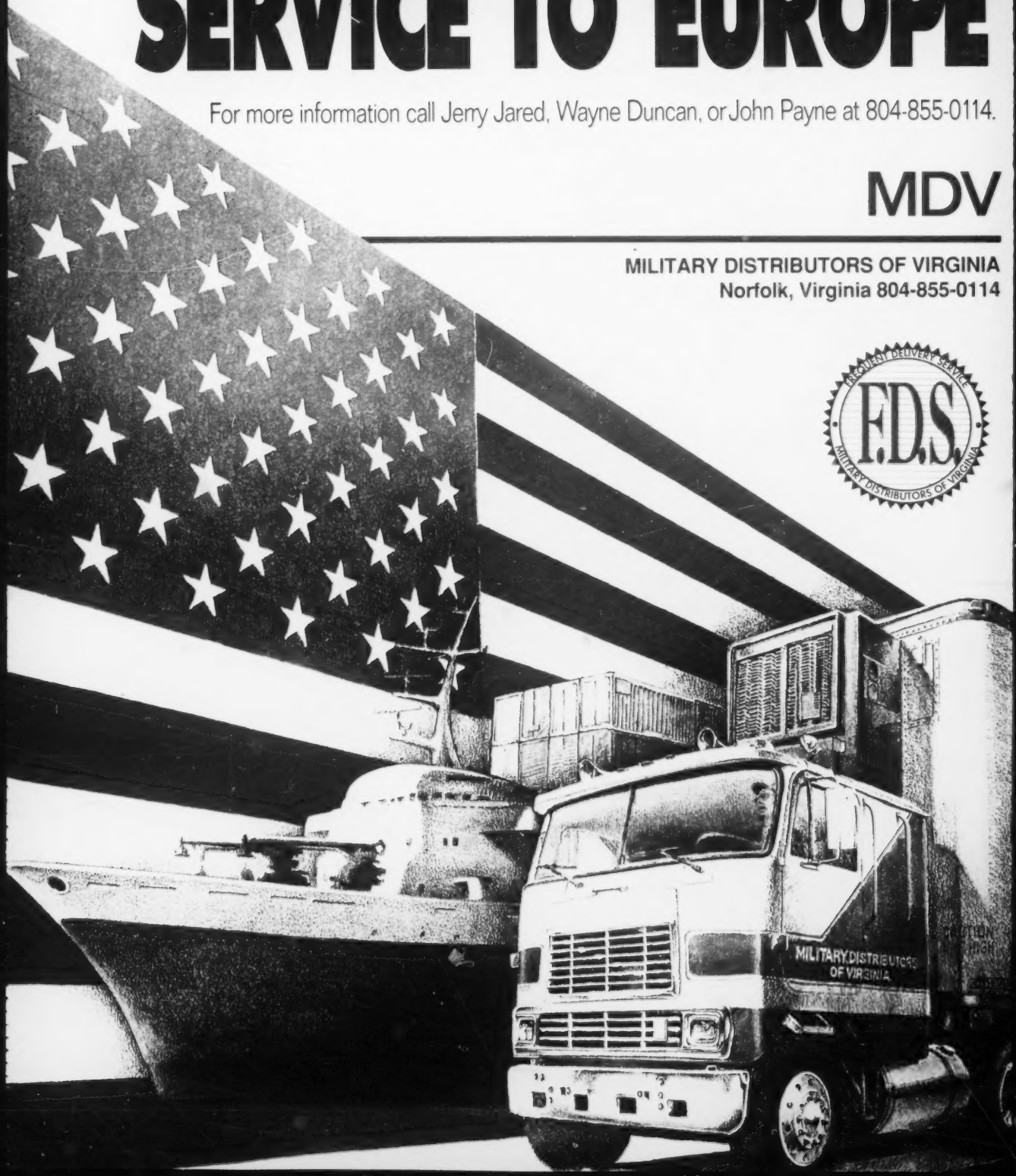

ALA 1991—1992 CHAPTER PRESIDENTS

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Landmark Military Distribution

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Gerald S. Mason
Dunham & Smith GmbH

DFW CHAPTER
Jim Conrad
C. Lloyd Johnson Co., Inc.

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Coalition of Military Distributors

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Rip Rowan
Armed Forces Marketing Council

Dennis Sample
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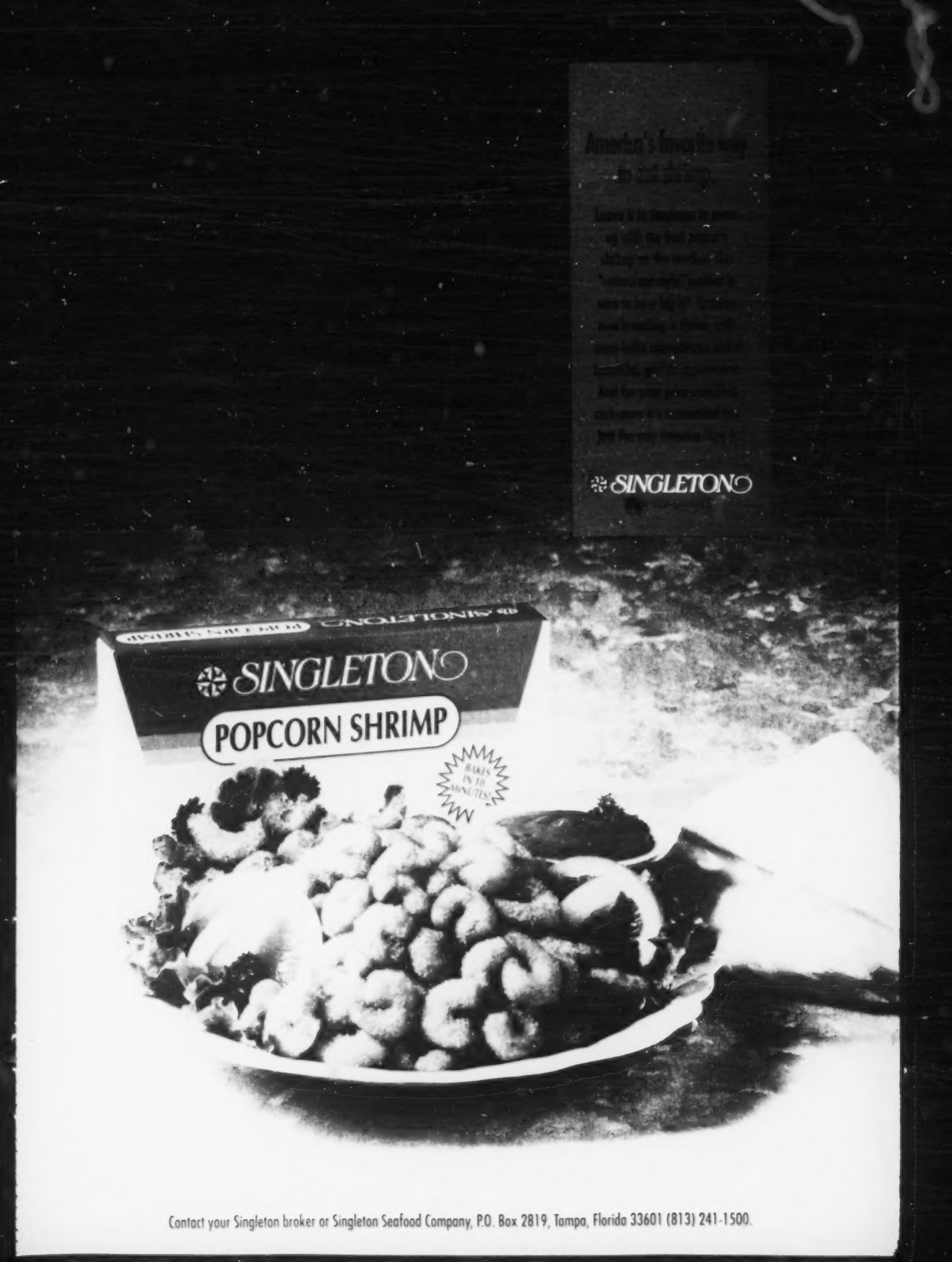

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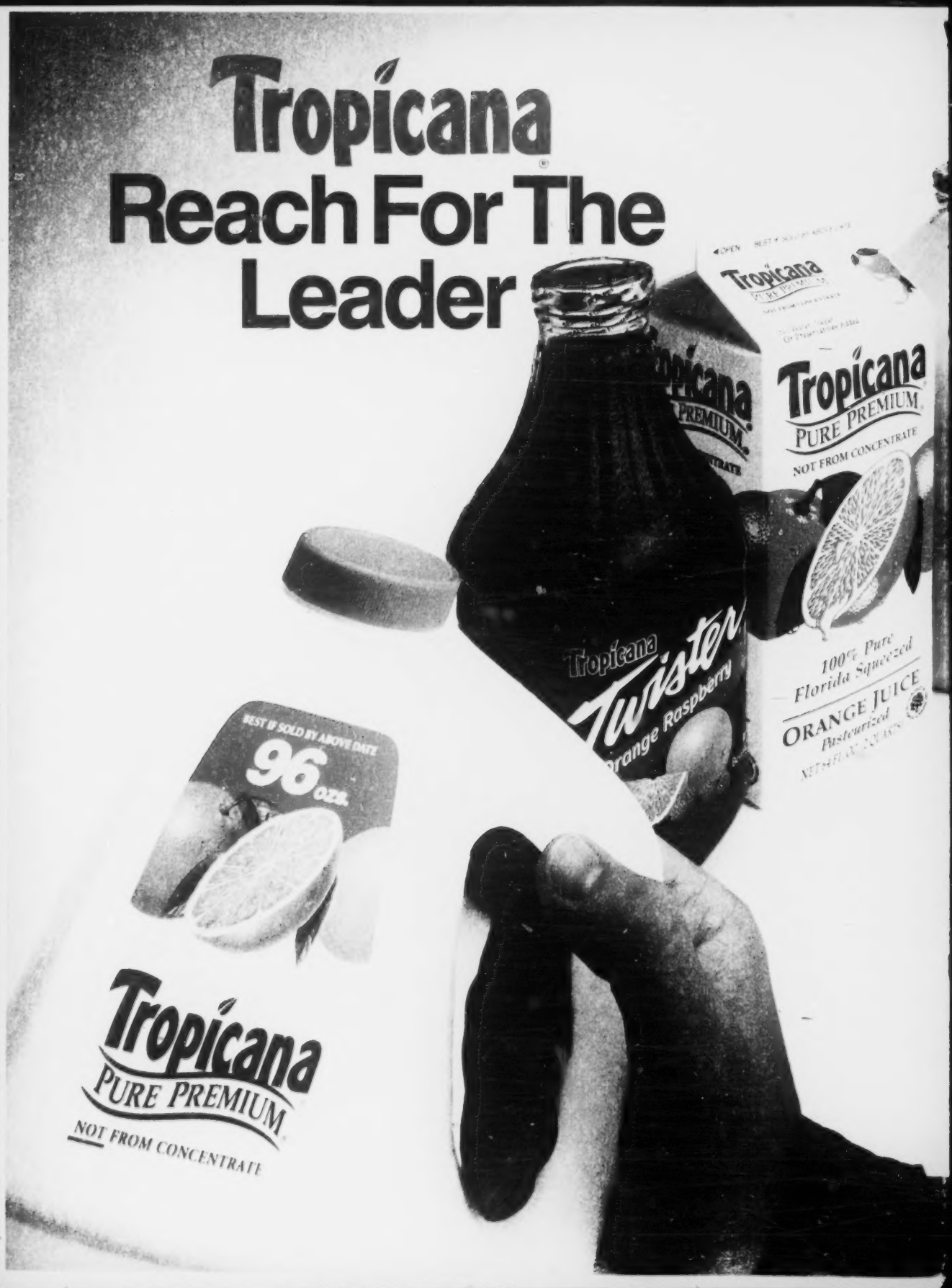
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How to use this listing: This membership listing provides a complete roster of all American Logistics Association members. The voting member plus three additional members are listed after the corporate address and before the company description. These four members are known as the "corporate" members. After the company description we have listed ALA's "individual" members. When a company joins the Association, they are allowed one voting plus three additional members. Once a company has joined, additional individuals may be added to the four initial "corporate" members. These memberships are known as "individual" and may be obtained annually for $50 per person. The listing is current as of September 15, 1991.

This Industry Members listing also provides a brief description of the products, services, and special capabilities of ALA Industry Members serving military and government resale and troop subsistence activities worldwide. The voting member for each company holding current ALA membership is shown in **boldface**. DLA -assigned Supply Bulletin Contract numbers are shown as "SB 10–500–000" with the last three digits being the supplier's assigned brand name contract number. Since "corporate" and "individual" members may not be located at the listed company's address or telephone number it is important that reference is made to the Index to ALA Members, beginning on page 93, where all ALA members are listed alphabetically. The index to ALA Members will also indicate, when applicable, all individuals' ALA Chapter affiliation.

#

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FAX: (619) 942-2943
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A

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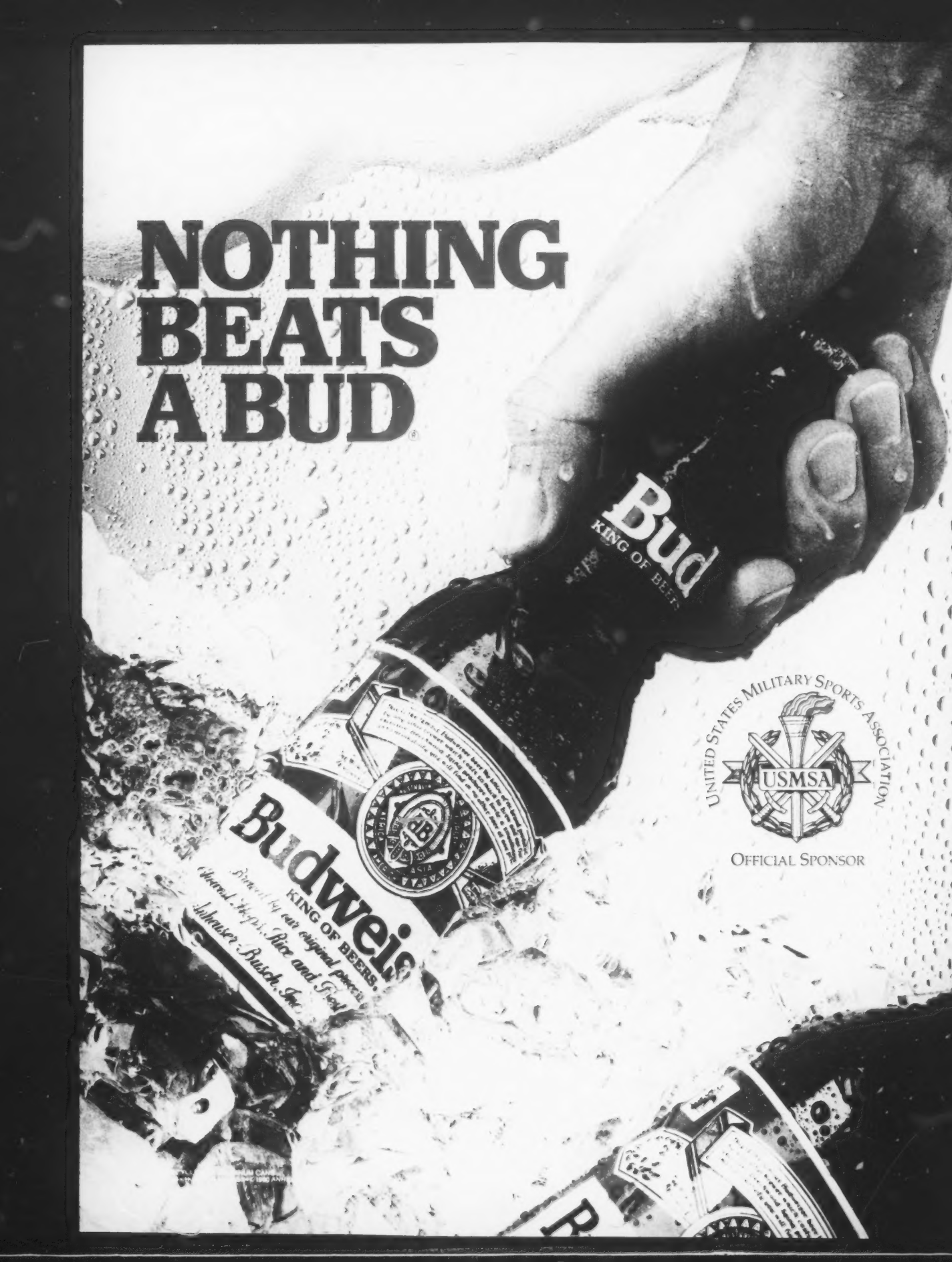
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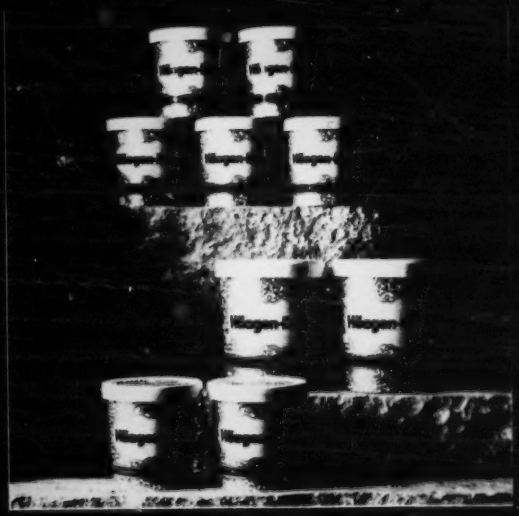

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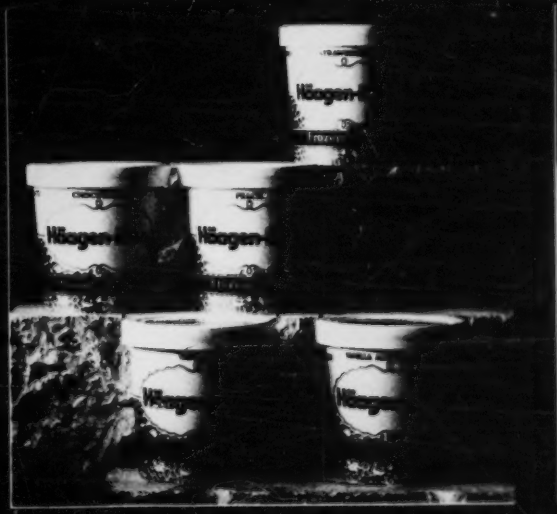

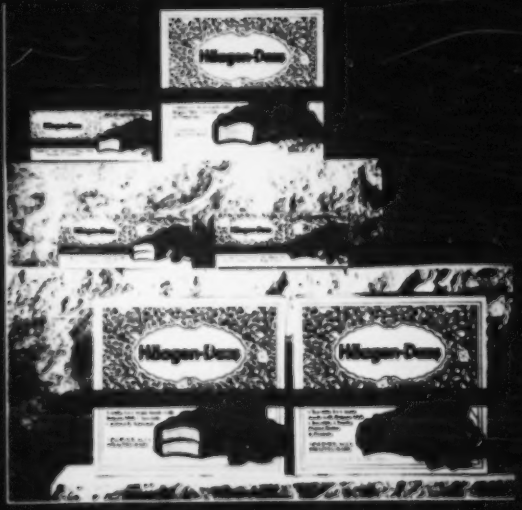

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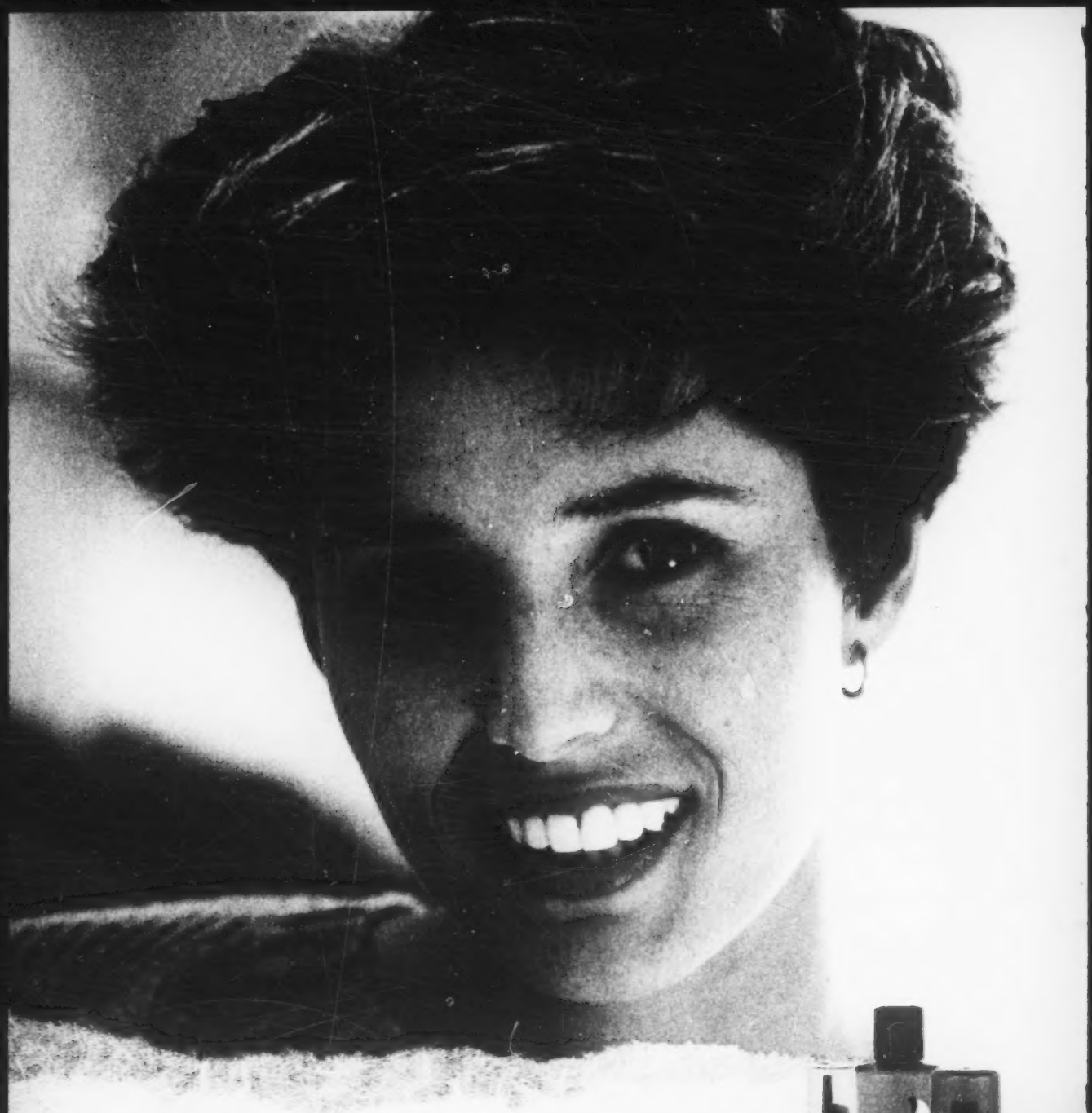

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SB 10-500-025 Oscar Mayer
SB 10-500-058 General Foods
SB-10-500-132 Kraft Perishables
SB 10-500-481 Kraft Semi-Perishables
SB 10-500-594 Lender's Bagels
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KRAFT USA
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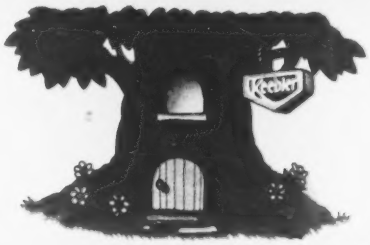

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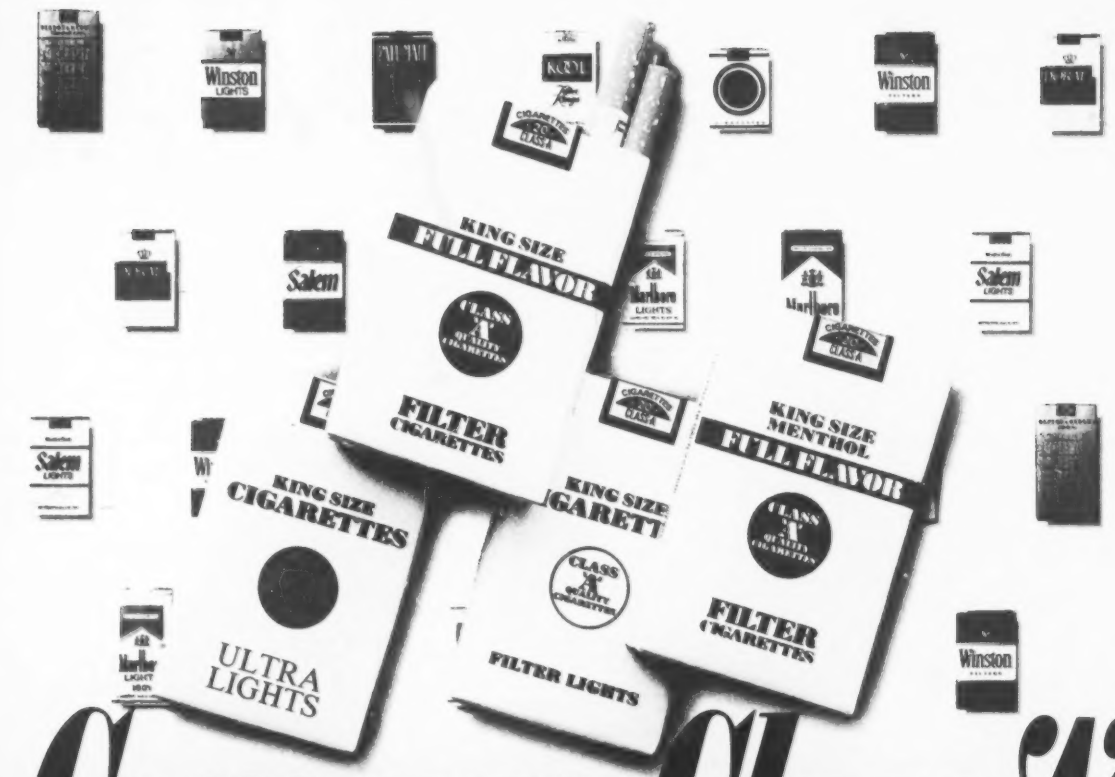

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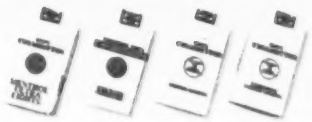

*Source: *June, 1991 National Information Service*

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SB 10-500-303

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FAX: (606) 272-0421
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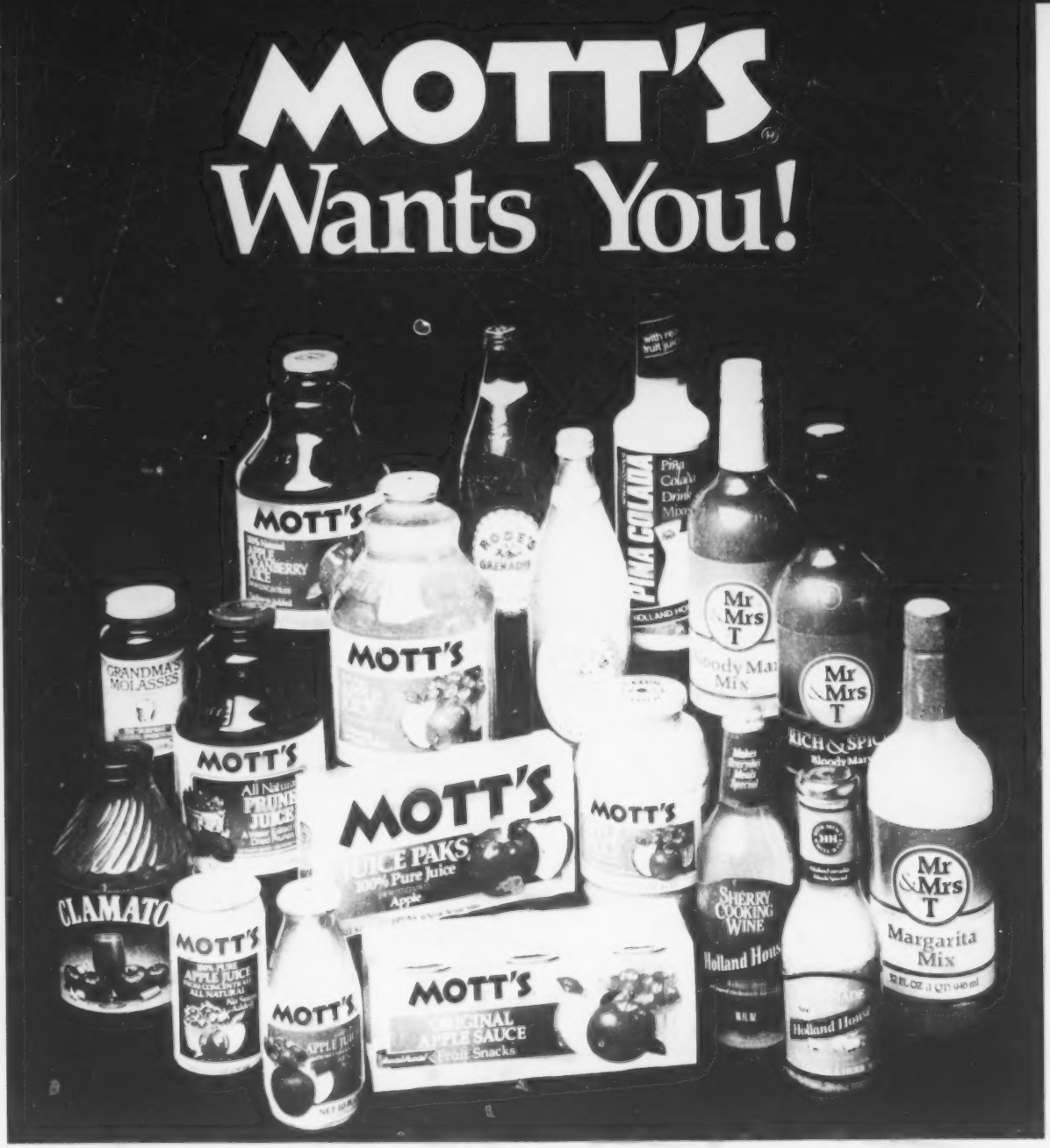

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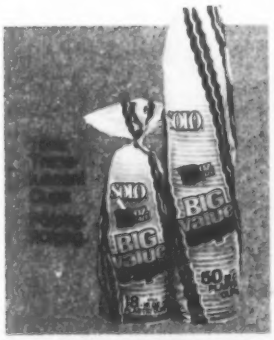

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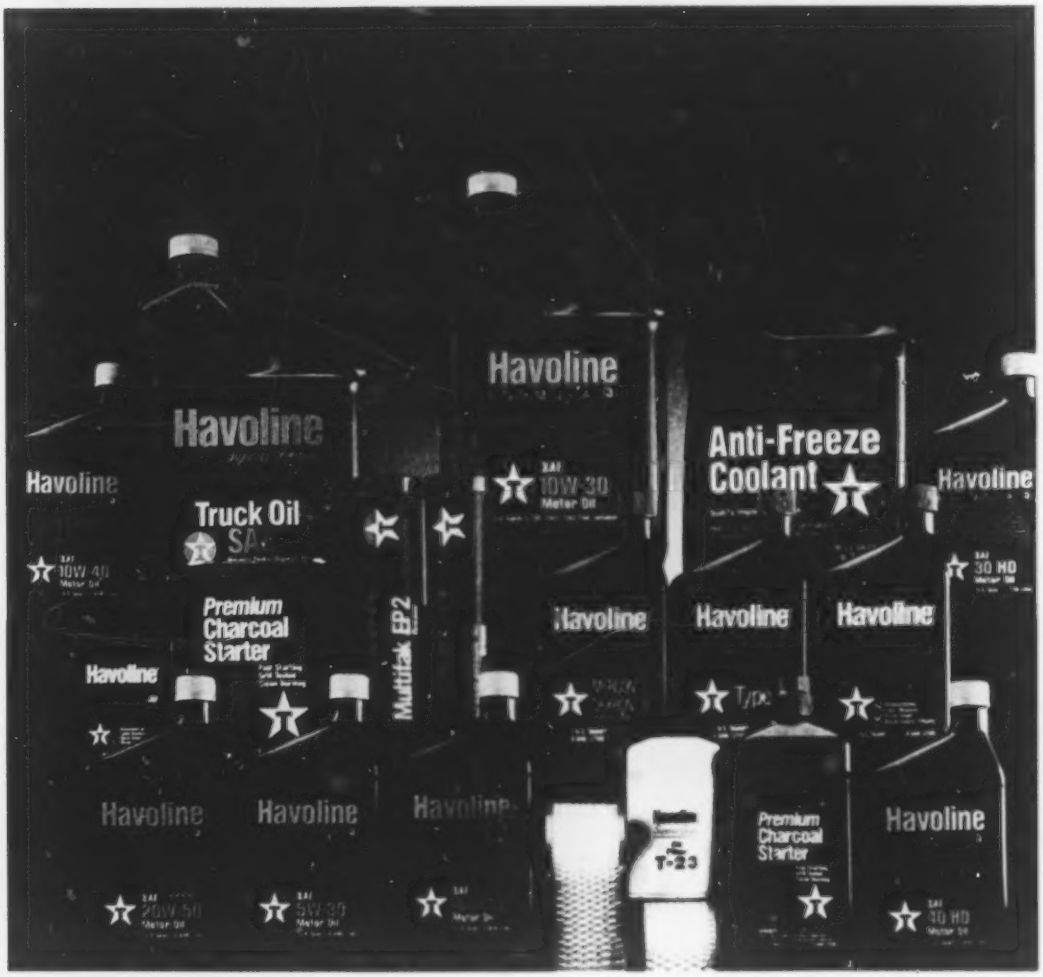

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Lauriann Piechocki
Lisa Keith

Importer & distributor of apparel and giftware made in the Republic of Ireland.

WAMPLER-LONGACRE CHICKEN, INC.
Subsidiary of WLR Foods, Inc.
P. O. Box 275
Broadway, VA 22815
(703) 896-7000
FAX: (703) 896-5127
Linda Yankey
Henry Holler
Wayne Adkins
Greg Nelson

A diversified poultry processing concern; capacity to produce retail pack and institutional pack for all military needs; items include chicken (whole and cut-up), cornish hens, and turkey products.
SB 10-600-006

WARNER-LAMBERT COMPANY
Militrary & Special Markets
201 Tabor Road
Morris Plains, NJ 07950
(201) 540-3130
FAX: (201) 540-2744
Thomas J. Materazo
Stuart M. Johnson
John E. Tierney
Ron Frey

Leading worldwide developer and marketer of health care and consumer products (mints and gum) for resale to military commissaries and exchanges worldwide.

Individual Members
Lee Harris

WATERFORD WEDGWOOD USA
PO Box 1454
Wall, NJ 07719
(201) 938-5800
FAX: (201) 938-6915
Michael R. Lougee
Jim Garvey
Carl Mielke
E.T. Catlett

WAVERLY GROUP, INC.
19 Pine Street
Box 737
Bradford, PA 16701
(800) 458-2305
(814) 362-3501
Jerome Fishkin
Jack Fishkin
Joanne J. Fishkin

Manufacturers and representatives of men's high fashion and ultra high Fashion clothing and accessories serving the military worldwide.

Individual Members
Danny Brown

WEBCO USA, INC.
Box 1140
901 N. Pitt Street
Alexandria, VA 22314
(703) 836-0414
FAX: (800) 658-8934/8935
John L. Hohman
Donald Koch
Roy Thomas
Joe Olding

Worldwide sales representation to commissaries and exchanges. Experienced in working frozen and non-perishable foods, HABA items, personal care and household products.

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Ronald P Curtis
Leo A. DiCarlo Jr.
Russell Riggs
Roger Stowers
Dave Byers
Alan Reger
Kent Blue
Stella Hanna
Nathan Nix
Julian Stovall
Yi Chol-Su
Dave Zalewski
Donald L. Jenkins
Robert E. Tope
Ollie Bates
Vince Melton
Sam Barnum
Tom Desilets
Adriana Russcol
Debbie Moore
Walter Sloss
Rick Thomas
Rudy Meindl
Dave Poulter
Jeff Alvis
Ellen Willerte
Larry Baynton
Sharon Smith
Mark Ramsay

WELCH FOODS, INC.
9604 Carterwood Road
Richmond, VA 23229
(804) 741-2367
FAX: (804) 282-9139
Leonard F. Amendola
Thomas G. De Jose
Dennis Kirchner

Manufacturer of frozen and bottled fruit juices, fruit jellies, jams and preserves, frozen, bottled, and canned fruit drinks and cocktails for resale to military markets worldwide.
SB 10-500-530
SB 10-500-031

WEST COAST GROCERY COMPANY
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Tacoma, WA 98401
(206) 593-3279
FAX: (206) 593-8589
Helmut Wilp
Lynn Wilson
Annette Raymond
Bea Pearson

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3744 Mt. Diabol Blvd.
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(415) 284-2385
Mel Coleman
Nat Rogers
Tom Coleman

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Racine, WI 53404
(414) 631-1449
FAX: (414) 631-1467
Telex: 3727000
Ken Schauf
William Nahikian
John Dickey
Jay Becker

Western produces books and activity products under four trademarks: Golden Book Videos, Golden Press, Whitman and Scribbler. Included are books, games, coin supplies, puzzles, educational products and sight and sound electronic books and toys.

WETTERAU INCORPORATED
PO Box 2941902
Charleston, SC 29419-9002
(803) 797-6700
FAX: (800) 258-5273
Terry Wood
Tim McRae
Greg White
Glenn Fischer

Distributors of dry grocery, dairy, frozen foods, HBA, general merchandise, produce, and meat products to 133 commissaries through the Eastern United States. Twelve distribution centers offering a coordinated, centralized program to over 160 manufacturers.

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Edward Frieary
James H. Skelton
Len L. Swatt
Larry Moore
Thomas D. Neumeyer
Bill Davis
John V. Marklin
Richard D. Hutchison
Ron Duncan
Ronald J. Brault
James L. Evans

WEYERHAEUSER COMPANY
Personal Care Products Div.
Tacoma, WA 98477
(206) 924-4310
John D. Hoover
T. Patrick Gillis
Richard J. Sherman
Sam Efnor

Manufacturer of disposable diapers.
SB 10-500-513

WHITEHALL LABORATORIES
(of American Home Prod. Corp.)
685 Third Avenue
New York, NY 10017
(212) 878-5542
Donald Montgomery
Donald Olson
C. Michael Grasso
Ronald E. Miller
SB 10-500-005

WILLIAM BENNETT ASSOCIATES
1 Depot Square
Park Ridge, NJ 07656
(201) 307-8805
FAX: (201) 307-8806
William Bennett
Francesca De Michele
Kathy Farrell

An independent advertising and promotion agency dedicated to meeting the special requirements of firms that are actively engaged in promoting their products through United States Military retail outlets.

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Harold Rudnick
Carlo O. Iannelli
George Duchaine
Mark A. Sinicropi

Distributor of perishables (chilled products, frozen foods, ice cream) and dry groceries to commissary and exchange functions throughout New England, New York, New Jersey, Delaware and Pennsylvania. FDS, shelf stocking, and DP reporting services available.

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410 North Michigan Avenue
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(312) 644-2121
FAX: (312) 644-2135
Gregory A. Smith
Robert Togtman
A. Cipollina

Manufacturer and distributor of Wrigley chewing gum to military commissaries and exchanges worldwide.
SB 10-500-111

WORLDS OF CURLS, INC.
1600 S. Anderson Ave.
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(213) 609-2500
Clarence Carr
Barbara Davie
Frank Davie

Manufactures and markets HABA products to the ethnic, general market consumers. Brand names include Simply Satin Cosmetics, World of Curls and Blue Satin professional products.

WORLDWIDE CHAIN STORE SYS, INC
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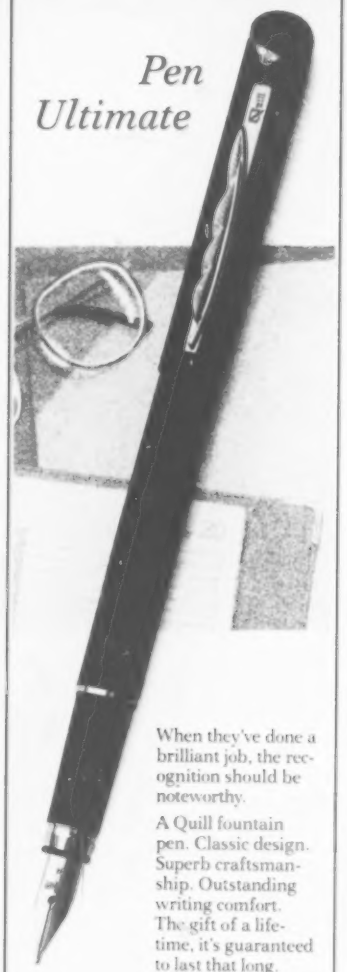

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Long Beach, CA

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February 24-26, 1992
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Jacksonville, FL

COMMISSARY ROUNDTABLE*

March 16-18, 1992
Marriott Hotel
Richmond,VA

EXCHANGE ROUNDTABLE

May 4-6, 1992
Westin Galleria Hotel
Dallas, TX

EASTERN CONFERENCE*

June 15-17, 1992
Marriott Hotel
Norfolk, VA

1992 ANNUAL CONVENTION

Sept. 30-Oct. 3, 1992
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Mark Hopkins Hotel
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*Commissary Only

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Bob Hart, President/CEO

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INDEX TO ALA INDIVIDUAL MEMBERS

How to use this listing: This membership listing provides a complete alphabetical roster of ***all*** classifications of ALA individual members as of September 16, 1991. Included are names of individuals found in the ALA Industry Members Listing who, for various reason, may not necessarily be located at the company's listed address or telephone number. If you cannot locate someone you believe to be an ALA member, contact the Membership Department, American Logistics Association, 1133 Fifteenth Street, NW, Washington, D.C. 20005; Telephone: (202) 466-2520.

This listing will also indicate, where applicable, an individuals affiliation with the ALA's many area Chapters around the world. The Chapter can be identified by the number in parentheses beside a name, using the following key:

(01) **Alamo** Chapter
(02) **Japan** Chapter
(03) **DFW** Chapter
(04) **Hampton Roads** Chapter
(05) **Midwest** Chapter
(06) **Central European** Chapter
(07) **Hawaii** Chapter
(08) **Far East** Chapter
(09) **New England** Chapter
(10) **Northern California** Chapter
(11) **Northwest** Chapter
(12) **Southeast** Chapter
(13) **Gulf Area** Chapter
(14) **Rocky Mountain** Chapter
(15) **Southern California** Chapter
(16) **Washington, DC** Chapter
(17) **New York** Chapter
(18) **Arizona** Chapter
(19) **Delta** Chapter
(21) **Florida** Chapter
(22) **Southwest** Chapter
(23) **Jersey-Penn-Del** Chapter
(24) **Great Plains** Chapter
(25) **Philippines** Chapter

Note: ALA Life Members are identified by (L); (98) = Member-at-Large.
Current as of September 16, 1991.

A

Abbadessa, Philip P. (05)
Vice President, National Accts
Eagle Snacks, Inc.
12855 Flushing Meadow Dr.
St. Louis, MO 63131
(314) 966-7133

Abbott, Larry E. (21)
VP Sales and Sales Planning
Francois L. Schwarz, Inc.
Box 9000
Palm Harbor, FL 34682-9000
(813) 789-2400

Abbott, Allen (17)
President
George E. Abbott & Co., Inc.
92 West Main Street
Chester, CT 06412
(203) 526-9531

Abbott, Ron (18)
Kraft General Foods
7410 E Calle Cabo
Tucson, AZ 85715
(602) 722-9523

Abello, Dominador (25)
Sales & Service, Philippines
California Pacific Associates
C/O Domabel, P.O. Box 546
Manila 1099
Philippines

Abercrombie, Maria (03)
President
ValuVisions
3701 Turtle Creek
Suite 3H
Dallas, TX 75219
(214) 521-9114

Abernathy, Robert L. (19)
Dunham & Smith Agencies, Inc.
800 St. Louis Union Station
Suite 400
St. Louis, MO 63103
(314) 436-2155

Abernethy, Julius (23)
President
Red Lion International Ltd.
Orchard Street
Yoe, PA 17313
(717) 244-4501

Abruzzese, Bob (09)
Commissary Area Manager
Eurpac Service Co., Inc.
Box 563
Grafton, MA 01519
(508) 839-5323

Abzug, Sy (16)
Sy Abzug & Company, Inc.
Suite 220
1335 Rockville Pike
Rockville, MD 20852
(301) 762-1107

Abzug, Peter (16)
Sy Abzug & Company, Inc.
1335 Rockville Pike
Suite 220
Rockville, MD 20852
(301) 762-1107

Abzug, Frances (16)
Sy Abzug & Company, Inc.
Suite 220
1335 Rockville Pike
Rockville, MD 20852
(301) 762-1107

Ackerman, Craig (05)
Credit Manager
Pet, Incorporated
Box 392
St. Louis, MO 63166
(314) 622-6315

Ackerman, Thomas A. (12)
Military Sales Manager
Rich-Seapak Corporation
Box 667
St. Simons Island, GA 31522
(912) 638-5000

Acosta, Aristeo (12)
National Accounts Manager
Impel Marketing Inc.
2510 Meric[illegible]ay
P.O. Box 14930
Research Triangle, NC 27709-4930
(919) 361-8211

Addy, John R. (04)
Alder Food Distributors
4132 Wareneck Drive
Virginia Beach, VA 23456
(804) 471-3421

Adelson, Robert (23)
Best Foods/Div. Of Cpc Int'l
Box 8000
International Plaza
Englewood Cliffs, NJ 07632
(201) 894-2486

Adkins, Wayne (04)
Marketing Manager
Wampler-Longacre Chicken, Inc.
Subsidiary of WLR Foods, Inc.
P. O. Box 275
Broadway, VA 22815
(703) 896-7000

Adlman, Jeffrey (10)
Creative Military Sales, Inc.
P.O. Box 6124
San Rafael, CA 94903-0124
(415) 479-0211

Agliano, AB (21)
Director, Military Sales
Lykes Pasco, Inc.
P.O. Box 97
Dade City, FL 34297-0097
(904) 567-5211
(800) 874-9061

Agnew, Robert F. (17)
Manager, Sales/Training/Dev.
The Hartz Mountain Corporation
700 South Fourth Street
Harrison, NJ 07029-9987
(201) 481-4800
FAX ext. 712

Ahneman, James T. (09)
First Brands Corporation
83 Wooster Heights Road
Danbury, CT 06813
(203) 731-2423

Ajifu, Miles (07)
Military Account Executive
Hawaiian Distributors L.T.D.
98-746A Kuahao Place
Pearl City, HI 96782
(808) 488-8408

Akhtarzandi, Lis (16)
Senior Manager, National Accts
Military Audits Of Market Info
4800 Montgomery Lane
Suite 700
Bethesda, MD 20814
(301) 718-7632

Alanis, Joe (01)
Special Markets Account Mgr.
Brown & Williamson Tobacco
6611 General Store
San Antonio, TX 78238
(512) 647-8898

Alard, Enrique (Henry) (21)
Vice President
Carisam International Corp.
2315 N.W. 107 Avenue
Miami, FL 33172
(305) 591-3993

Albert, Terry (17)
National Field Sales Director
American Tobacco Company
6 Stamford Forum
Box 10380
Stamford, CT 06904-2380
(203) 325-4900

Albert, Ed (09)
V.P. National Sales
Gorton's Of Gloucester
88 Rogers St.
Gloucester, MA 01930
(508) 283-3000

Alcaria, Dorothy R. (10)
Harold S. Stein & Associates
2658 Bridgeway
Sausalito, CA 94965
(415) 332-6651

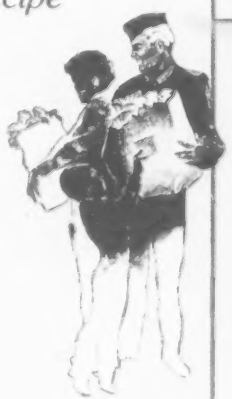
Alderman, H.O. (17)
President
Military FSI, Inc.
550 East Main Street
Rochester, NY 14604
(716) 232-6560

Alderson, Harold (10)
Sales Manager/Operations
Kraft USA
3600 Madison Ave.
Suite 64
No. Highlands, CA 95660
(916) 334-2232

Your KRAFT Representative knows how to use this ad with your store displays

Eye catching display ideas from KRAFT will point your customers in the right direction for their recipe needs—and promote more impulse buys.

1. Military consumer magazines promote delicious KRAFT recipe ideas. 2. Eye-catching comstore displays make it easy to find products for KRAFT recipes. 3. Better service, better shopping for patrons.

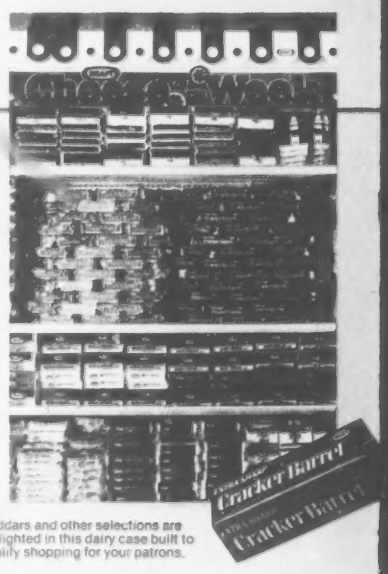


KRAFT

KRAFT for good food and good food ideas.

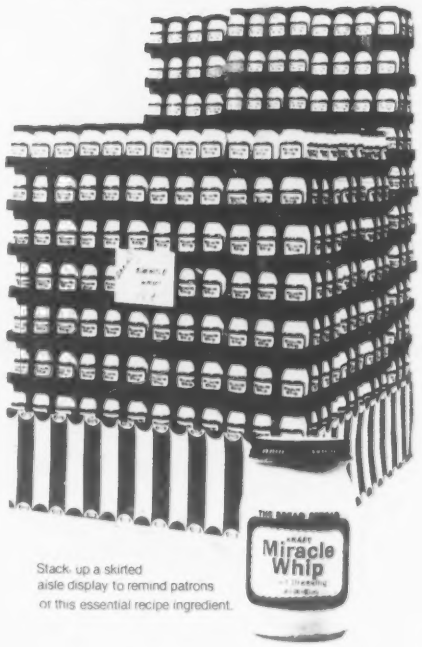
With KRAFT recipes and this colorful displa you'll help shoppers move through their shopping list.

Give our delicious PHILADELPHIA Crea Cheese a great spread like this.



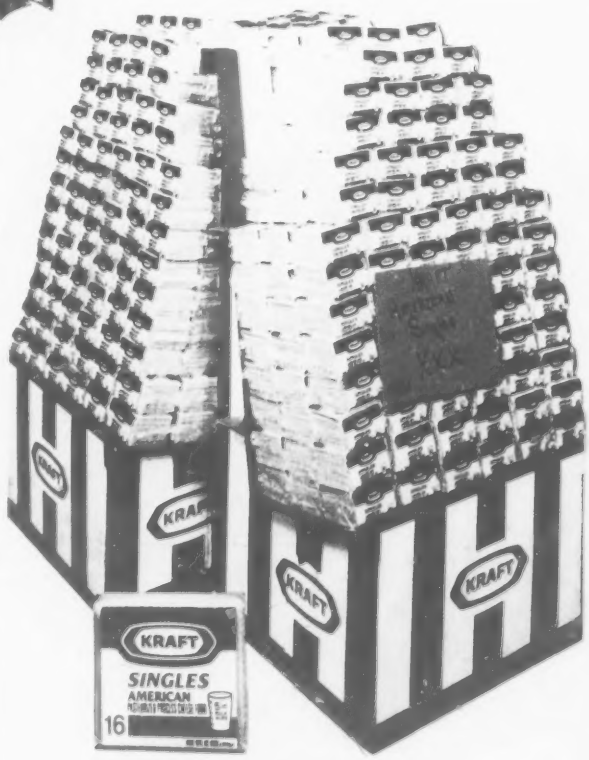
Cheddars and other selections are spotlighted in this dairy case built to simplify shopping for your patrons.

Add some spice to their recipes. Display plenty of KRAFT Barbecue Sauce!



Stack up a skirted aisle display to remind patrons of this essential recipe ingredient.

Eye-catching displays make KRAFT Marshmallows easy to find.



This KRAFT SINGLES display will cause excitement in your store and help your patrons shop.

Aldredge, Charles H. (12)
Sales Rep.
Procter & Gamble Dist. Co.
Box 2310
Pinehurst, NC 28374
(919) 295-5828

Alexander, Robert (21)
Natl. Sales Manager, Military
J.R. Simplot Company
4309 Jermy's Landing Dr. N.
Jacksonville, FL 32223
(904) 268-8091

Alexander, Chuck (05)
National Account Manager
NutraSweet Company
Box 900
1751 Lake Cook Road
Deerfield, IL 60015
(708) 940-9800

Alexander, Charles N. (12)
S & K Sales Co.
Box 1129
Mauldin, SC 29662-1129
(803) 234-7816

Alford, Ginger (04)
Collection Supervisor
A. H. Robins Company
Consumer Products Division
PO Box 26609
Richmond, VA 23261-6609
(804) 257-3655

Allen, Dale (11)
Sales Manager
SEARIA
651 Industrial Way South
Seattle, WA 98108
(206) 624-6380

Allen, Donald F. "Bud" (15)
Senior Vice President
Tropic-Cal, Inc
1935 Tubeway Avenue
Commerce, CA 90040
(213) 724-0262

Allison, R. G. (23)
National Accounts Manager
Hershey Chocolate U.S.A.
19 East Chocolate Avenue
Hershey, PA 17033
(717) 534-4291

Alvis, Jeff (06)
Comsy. Div. Manager, Europe
Webco USA, Inc.
Webco GMBH
6100 Darmstadt
Germany

Amendola, Leonard F. (04)
Military/Government Sales Mgr.
Welch Foods, Inc.
9604 Carterwood Road
Richmond, VA 23229
(804) 741-2367

Amick, William B. (17)
National Sales Manager
Mennen Company
East Hanover Avenue
Morristown, NJ 07960-1928
(201) 631-9154

Amistadi, A. Pat (15)
President
AGS Foods, Inc.
Box 828
Calimesa, CA 92320
(714) 797-0101

Amistadi, Martha S. (15)
Treasurer
AGS Foods, Inc.
Box 828
Calimesa, CA 92320
(714) 795-8919

Amthor, L. James (15)
Director, Military Sales
Comet Rice Mills, Inc.
Box 399
El Toro, CA 92630-0399
(714) 364-1124

Anastos, John G. (05)
President
The Drummers
405 N. Wabash
River Plaza
Chicago, IL 60611
(312) 664-8906

Anderson, William D. (18)
President
Anstar-Sales & Marketing Inc.
Suite 275
3200 North Hayden Road
Scottsdale, AZ 85251
(602) 945-9978

Anderson, Dale (03)
Dairy Products Sales Mgr.
C & C Distributors Inc.
Box 1796
Lawton, OK 73502
(405) 353-2000

Anderson, Robert (09)
Military Manager
C & S Wholesale Grocers, Inc.
18 Chapel Street
Warwick, RI 02886
(401) 739-7446

Anderson, Arnold (03)
Regional Manager
Gerber Products Company
Suite 911
100 N. Central Expressway
Richardson, TX 75080
(214) 231-3489

Anderson, William W. (07)
Hallmark Cards, Inc.
2658 Hillside Avenue
Honolulu, HI 96822

Anderson, Linda (15)
Marketing Manager
Off Duty Publications
Suite C-2
3303 Harbor Blvd.
Costa Mesa, CA 92626
(714) 549-7172

Anderson, Jacquie (12)
National Sales Planning Mgr.
Planters Lifesavers Company
1100 Reynolds Boulevard
Winston-Salem, NC 27106
(919) 741-3502

Anderson, Ellis F. (06)
Publisher
R & R Communications, GmbH
Kolpingstrasse 1
6906 Leimen
Germany

Anderson, Andy (01)
Manager, Sales
Sweeney and Company
11205 Powder Mill Trail
Austin, TX 78750
(512) 258-3629

Andrade, David (17)
National Accounts Manager
UMEX Company
Greenwich Office Park Bldg. 1
51 Weaver St.
Greenwich, CT 06831
(203) 629-5800

Angel, Philip J. (23)
European Division Manager
AGS Foods, Inc.
Box 2281
APO New York, NY 09057
(714) 797-0101

Angel, Sue (23)
European Division Manager
AGS Foods, Inc.
Box 2281
APO New York, NY 09057
(714) 797-0101

Annestrand, Peter N. (01)
Central Region Manager
H. J. Heinz Special Markets
14006 Sage Bluff
San Antonio, TX 78216-1935
(512) 545-4699

Anthony, Ann W. (05)
Nat'l Retail Sales Manager
Luster Products Inc.
1631 S. Michigan Ave.
Chicago, IL 60616
(312) 431-1150

Antonaccio, Louis J. (04)
Regional Mgr.
Seagram Global Markets Group
2584 Landview Circle
Virginia Beach, VA 23454
(804) 496-0510

Aoyama, Mits (02)
Executive Director
Seagram Global Markets Group
2-197 Makado-Cho
Naka-Ku, Yokohama 231
Japan
81-45 621-0058

Apsey, William S. (17)
Sales Planning Manager
Kraft General Foods
250 North Street
White Plains, NY 10625
(914) 335-5278

Araneo, Joseph L. (17)
Advertising Director
Family Magazine
169 Lexington Ave.
New York, NY 10016
(212) 532-0660

Arduini, Ron (17)
Kraft General Foods
49 Olde Maple Avenue
Fulton, NY 13069
(315) 592-2995

Arenas, Thomas J. (08)
Managing Director
K N R Military Sales, Inc.
Arlee Assoc. Ltd.
CPO Box 8607
Korea 100686
82-2 7944776

Arikek, Matt (05)
V.P. Sales & Marketing
Sweetheart Cup Company, Inc.
7575 S. Kostner Avenue
Chicago, IL 60652
(312) 767-3300
ext. 2457

Armbrust, Randy (06)
Manager, Europe & Mid East
CXC Marketing, Inc.
84-86 Grethen Weg
6 Frankfurt/Main
Germany
069-685047

Armstrong, Ken (03)
National Account Manager
Gerber Products Company
Suite 911
100 N. Central Expressway
Richardson, TX 75080
(214) 231-3489

Arndt, Marlene (05)
Assistant Export Manager
Pabst Brewing Company
Box 766
Milwaukee, WI 53201
(414) 223-3670

Arnold, Jack L. (01)
Senior Account Executive
Kraft USA
12722 O'Connor Road
San Antonio, TX 78233
(512) 590-4004

Arp, Henry L. (17)
Military Sale Mgr, Eastern
American Tobacco Company
6 Stamford Forum
Box 10380
Stamford, CT 06904-2380
(203) 325-4900

Aruia, Paul (21)
Senior Vice President of Sales
JNO H. Swisher & Son, Inc.
459 E. 16th Street
Jacksonville, FL 32206
(904) 353-4311

Ash, Lew (05)
Nat'l Special Trades Sales Mgr
Borden, Inc.
180 East Broad St. BB-23
Columbus, OH 43215
(614) 225-720

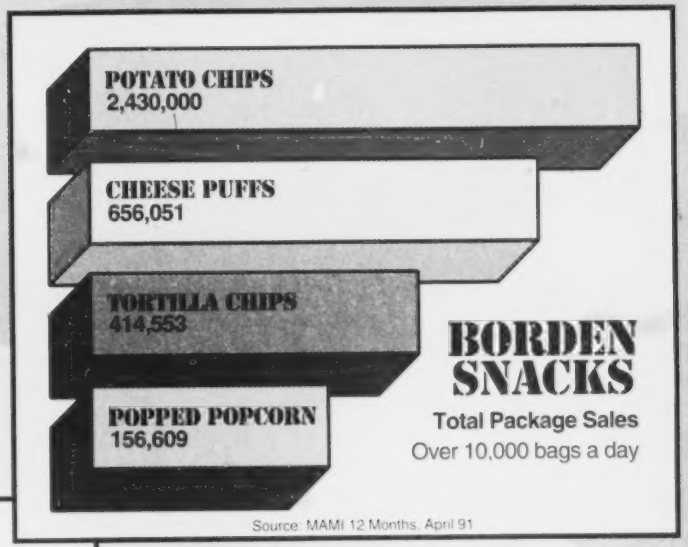
Ashford, Milt (10)
Gov't Affairs Dept.
Clorox Company, The
1221 Broadway
Oakland, CA 94523-1305
(510) 271-2702

BORDEN SNACK FACTS

DID YOU KNOW:

Borden is the 2nd largest supplier to the military commissary system.

Borden has the second highest share (#2) in the four major snack categories: Potato Chips, Tortilla Chips, Cheese Puffs and Popped Popcorn as measured by unit sales in the military market.



Source: MAMI 12 Months, April 91

YOU KNOW:

If it's Borden-it's got to be good.

Your customers can expect premium snack quality from Borden that is supported with aggressive V.P.R.'s, merchandising materials, consumer promotions and a commitment to the military resale system and the military patron.

DID YOU KNOW:

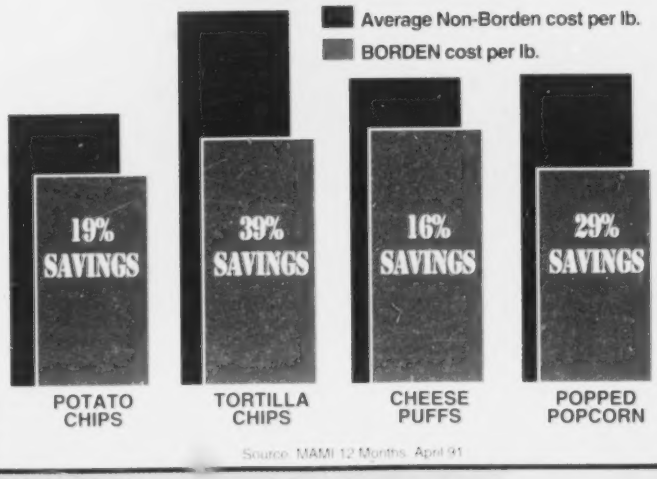
Borden Beats the Competition in Providing Patron Value.

Borden Offers Quality Products at a cost per pound 15 - 30% lower than the other major competitors.

Borden Offers the Highest Patron Value in the Snack Aisle.

Contact Scott L. Sanders, National Military Sales Manager, 180 E. Broad Street, Columbus, Ohio 43215. Phone 614-225-7425, FAX 614-225-4216.

BORDEN PATRON SAVINGS VS. COMPETITION



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Ashley, R.A. (12)
Area Manager
Philip Morris U.S.A.
4006 Oak Harbour Circle
Gainesville, GA 30506
(404) 536-3999

Aslett, Mark (03)
Region Manager
Exchange Sales & Services
15860 Camino Codoniz
Rancho Bernado, CA 92128
(619) 672-9176

Aull, Randy (12)
Manager, Columbia Store Door
Tyson/Tastybird/Holly Farms
P.O. Box 1456
Columbia, SC 29202
(803) 254-4179

Aure, Dave (03)
Vice President-Key Accounts
Intercraft Industries, L.P.
One Intercraft Plaza
Taylor, TX 76574
(512) 352-8501

Auslander, Norman (17)
Chairman
Lander Company, Inc.
P.O. Box 9610
106 Grand Avenue
Englewood, NJ 07631
(800) 631-1674

Austin, Gene (13)
Military Specialist
Highplains Mkting Serv., Inc.
102 Busch Hill Drive
Wetumpka, AL 36092
(800) 867-6353

Avoli, Joe (04)
Director, Exchange Mktg.
C. Lloyd Johnson Co., Inc.
8031 Hampton Blvd.
P.O. Box 9448
Norfolk, VA 23505
(804) 423-2832

B

Bagby, Kelley (08)
Exchanges Accounts Manager
Lloyd & Heinz, Ltd.
P.O. Box 500
Japan
(81) 98932-9647

Baggett, Coy D. (12)
Box 467
Clarksville, TN 37040

Bailey, Emma K. (09)
Nakielny Sales Associates, Inc
510 Gardiner Road
West Kingston, RI 02892-1046
(401) 846-8205

Baker, Ron (03)
Military Sales Manager
Carl Buddig and Company
Suite 100
14675 Midway Road
Dallas, TX 75244
(214) 960-8771

Baker, Bill (15)
Manager, Sales & Marketing
CXC Marketing, Inc.
27666 Sweet Briar Lane
Mission Viejo, CA 92691
(714) 380-0428

Baker, Dale (03)
Division Mgr.
L & F Products
Military Sales Division
6104 White Rose Trail
Dallas, TX 75248
(214) 458-9112

Baker, Dabney (04)
President
National Wholesale Corp.
1445 Roberts Road
Norfolk, VA 23510
(804) 622-0692

Baker, Gregory (04)
Sales Rep.
Nike, Inc.
5555 Rolling Woods Drive
Williamsburg, VA 23185

Baker, J. Breese (10)
Territory Manager
Overseas Service Corporation
528 Sutter Street
Petaluma, CA 94954
(707) 765-9858

Baker, Phil N. (01)
Regional Sales Manager
Planters Lifesavers Company
11330 I.H. 10 West
3000 Woodway Park
San Antonio, TX 78249
(512) 691-2128

Bakken, Brett (03)
National Sales Manager
Eurpac Service Co., Inc.
3001 Skyway Circle N.
Suite 160
Irving, TX 75016
(214) 257-1945

Ball, Lou (15)
Manager of Military Sales
Armor All Products
6 Liberty
Aliso Viejo, CA 92656
(714) 362-0600

Ball, Jon (04)
Account Executive
C. Lloyd Johnson Co., Inc.
8031 Hampton Blvd.
Norfolk, VA 23505
(804) 423-2832

Baltic, George (05)
National Accounts Sales Mgr.
Helene Curtis Industries, Inc.
325 N. Wells Street
Chicago, IL 60610
(312) 661-0222

Banks, Ronald L. (06)
Senior Area Representative
R. J. Reynolds Tobacco Int'l
Bernerstrasse 107
6000 Frankfurt/Main 56
Germany
0695073636

Bankston, James K. (12)
Vice President, Military Sales
Rich-Seapak Corporation
Box 667
St. Simons Island, GA 31522
(912) 638-5000

Barbee, John (05)
National B.S. Dev. Manager
P. Leiner Nutritional Products
7055 Engle Road
Suite 3-302
Middleburg Hts., OH 44130
(216) 243-1990

Barber, Deryck (03)
Vice President, Marketing
Military Sales & Service Co.
5301 S. Westmoreland
Dallas, TX 75237
(214) 330-4621

Barber, Jack (03)
Vice President, Sales
Military Sales & Service Co.
5301 S. Westmoreland
Dallas, TX 75237
(214) 330-4621

Barber, Roy (03)
President
Military Sales & Service Co.
5301 S. Westmoreland
Dallas, TX 75237
(214) 330-4621

Barbera, Vincent J. (17)
Senior Marketing Manager
UMEX Company
Greenwich Office Park Bldg. #1
51 Weaver Street
Greenwich, CT 06831

Barbessi, Jean (21)
Lykes Pasco, Inc.
P.O. Box 97
Dade City, FL 34297-0097
(904) 567-5211
(800) 874-9061

Barbour, Mike (18)
District Manager
C. Lloyd Johnson Co., Inc.
7401 W. Ocotillo Rd.
Glendale, AZ 85303
(602) 931-1884

Barbour, Jim (17)
Administrative Director
European Designer Fragrances
Div. of Ralph Lauren Fragrance
1245 Airport Road
Lakewood, NJ 08701
(201) 905-3960

Barfield, Debbie (04)
Account Executive
C. Lloyd Johnson Co., Inc.
8031 Hampton Blvd.
Norfolk, VA 23505
(804) 423-2832

Bargar, Dale (16)
Halperin Distribution Corp.
4801 Forbes Blvd.
Lanham, MD 20706
(301) 731-5600

Barker, Kenneth J. (11)
Key Sales Representative
Kraft USA
6802 S. 220th Street
Kent, WA 98032
(206) 395-7557

Barlar, Kris (08)
Territorial Manager
Milbrands, Inc.
P.O. Box 78 Ginowan City
Japan 901
81-9893-65314

Barnea, Mark (17)
Marketing Mgr.
Mennen Company
East Hanover Avenue
Morristown, NJ 07960

Barnett, Doug (04)
Controller
Tidewater Wholesale Grocery
1400 Cavalier Blvd.
P.O. Box 6236
Chesapeake, VA 23323
(804) 487-2586

Barnhart, Nicholas J. (23)
Director of Credit
Campbell Soup Company
Campbell Place, Box 55
Camden, NJ 08103
(609) 342-6471

Barnum, Sam (16)
V.P. Marketing
Webco USA, Inc.
901 N. Pitt Street
Alexandria, VA 22314
(703) 836-0414

Barry, Peggy (17)
V.P. of Administration
S & K Sales Co.
125 Greenwich Avenue
Greenwich, CT 06830-5594
(203) 869-7060

Bartee, Wren (03)
Mfgr Rep
Jostens Inc.
2812 Northhaven
Denton, TX 76205
(817) 497-4536

Bartman, Richard R. (23)
Mgr, Cust. & Field Sales Adm.
Kiwi Brands Inc.
447 Old Swede Road
Douglassville, PA 19518
(215) 385-9208

Barto, Randy (12)
Nat'l Military Sales Mgr.
Pepperidge Farm, Inc.
6459 Atlantic Blvd.
Norcross, GA 30071
(404) 840-8742

Bates, Ollie (04)
Webco USA, Inc.
613 Meadows Drive
Virginia Beach, VA 23462
(804) 487-4624

Batt, Patty (17)
Sales Supervisor
3M/Consumer Products Group
O-Cello-O
305 Sawyer Ave.
Tonawanda, NY 14150
(716) 876-1596

Batti, Gerard V. (17)
President
UMEX Company
Greenwich Office Park
Bldg. No. 1, 51 Weaver Street
Greenwich, CT 06931
(203) 863-8726

Baucom, Cathy (12)
President
CB Sales, Inc.
P.O. Box 11506
Winston-Salem, NC 27116
(919) 768-1211

Bauerkemper, William H. (01)
Regional Mgr. Military Sales
Del Monte Foods
Suite 109
4242 Piedras Dr. E
San Antonio, TX 78228
(512) 734-6413

Baughan, Eugene C. (17)
Box 81
APO New York, NY 09021

Baumgart, Larry (12)
Director, Special Markets
Planters Lifesavers Company
1100 Reynolds Boulevard
Winston-Salem, NC 27102
(919) 741-5152

Baynton, Larry (04)
Webco USA, Inc.
901 N. Pitt Street
Alexandria, VA 22314
(703) 836-0414

Beacham, John (04)
General Manager-VA, NC
B. Green & Company, Inc.
5127 E. Virginia Beach Blvd.
Norfolk, VA 23502
(804) 461-4031

Beachler, Jim (03)
Exchange Consultant
Eurpac Service Co., Inc.
P.O. Box 167568
Suite 160 3001 Skyway Circle N
Irving, TX 75016-7568
(214) 257-1945

Beardsley, Dale (12)
Sales Representative
C. Lloyd Johnson Co., Inc.
116 Old Postern Road
Summerville, SC 29483
(803) 873-9680

Beardsley, Robert E. (03)
V.P. Finance
Eurpac Service Co., Inc.
3001 Skyway Circle #160
Irving, TX 75038
(817) 267-2674

Beaulier, Linda A. (11)
Impel Marketing Inc.
13633 SE 19th St.
Bellevue, WA 98005
(206) 455-2724

Beaupre, Gary F. (03)
Commissary Account Manager
Eurpac Service Co., Inc.
3001 Skyway Circle #160
Irving, TX 75038
(214) 257-1945

Bechet, A. J. (06)
AUS Ret.
Apartado Correos 1119
Palma De Mallorca
Spain

Beck, Robert N. (10)
Senior Product Manager
Del Monte Foods
Box 3575
San Francisco, CA 94119-3575
(415) 442-4945

Becker, John (03)
Eurpac Service Co., Inc.
P.O. Box 167568
Suite 160 3001 Skyway Circle N
Irving, TX 75016-7568
(214) 257-1945

Becker, Jay (05)
Vice President Sales
Western Publishing Co., Inc.
1220 Mound Avenue
Racine, WI 53404
(414) 633-2431

Beckner, Jack (11)
Government Sales Manager
Tree Top Incorporated
Box 248
Selah, WA 98942-0248
(509) 697-7251

Belford, Bill (10)
Art/Sales Promotion Mgr.
Pacific Stars and Stripes
Unit 45002 Advert. Department
APO San Francisco, CA 96337-0007
81-3-3404-9447

Belkov, Terri (03)
Territory Manager-Comsy Sales
Eurpac Service Co., Inc.
P.O. Box 167568
Suite 160 3001 Skyway Circle N
Irving, TX 75016-7568
(214) 257-1945

Bell, Ed (03)
Midwest Military Manager
Anheuser-Busch, Inc.
4100 Alpha Road
Dallas, TX 75244
(214) 788-4977

Bell, Lester (10)
Military Specialist
Laurel Burch, Inc.
410 Townsend St.
San Francisco, CA 94107
(415) 541-0400

Belsito, Dick (12)
V.P. Marketing & Sales
Odom's Tennessee Pride Sausage
1201 Neely's Bend Road
Madison, TN 37115
(615) 868-1360

Beltz, Robert E. (06)
AFN TV-Guide
Waechtersbacher Strasse 89
6000 Frankfurt/Main 61
Germany
69 420 9600

Benacka, A.J. (Tony) (05)
District Manager
Procter & Gamble Dist. Co.
1616 Sunnyslod Drive
Lakes of 4 Seasons
Crown Point, ID 46307
(312) 920-4057

Benda, Joe (11)
National Sales Dir.-Military
Power Burst Corporation
18220 152nd Ave., S.E.
Renton, WA 98058
(206) 277-5171

Bender, Christine (07)
Military Sales Coordinator
Fleming Companies, Inc.
91-315 Hanua Street
Ewa Beach, HI 96707
(808) 682-7300

Bendetson, John (06)
C. Lloyd Johnson Co., Inc.
Rosenweg 11
6719 Gollheim
Germany

Benitez, Frank T. (01)
District Manager
C. Lloyd Johnson Co., Inc.
6345 Bowman Ridge
San Antonio, TX 78249
(512) 696-6739

Bennett, Phillip J. (09)
Vice President of Corp. Devel.
Dunkin' Donuts, Incorporated
14 Pacella Park Drive
Randolph, MA 02368
(617) 961-4000

Bennett, Bob (16)
Sales Representative
United Shell Fish Co., Inc.
P.O. Box 146
Grasonville, MD 21638
(301) 827-8171

Bennett, Kenneth L. (03)
V.P., Military Forces Market
W. D. Warren Intl. Company
17130 Dallas Parkway
Suite 130
Dallas, TX 75248
(214) 931-9792

Bennett, William (17)
President
William Bennett Associates
1 Depot Square
Park Ridge, NJ 07656
(201) 307-8805

Benson, Ben H. (17)
VP Military Sales
Nabisco Foods Company
Grocery Products Division
7 Sylvan Way
Parsippany, NJ 07054
(201) 682-6736

Benstein, Robert (05)
Mktg. Mgr., Inst./Food Service
Solo Cup Company
1700 Old Deerfield Road
Highland Park, IL 60035
(708) 831-4800

Berdin, Joseph E. (23)
Regional Sales Manager
C. Lloyd Johnson Co., Inc.
6 Craig Court
Manchester, NJ 08733
(201) 657-7154

Bergen, Judy (14)
Sales Representative
Liggett Group Inc.
1102 Drury Lane
Colorado Springs, CO 80911
(719) 390-8816

Beringer, Steve (12)
Director of Trade Relations
Ciba Vision Corporation
2910 Amwiler Court
Atlanta, GA 30360
(404) 246-4272

Berkenbile, Terry (05)
Dir. Sales & Mktg. - Noel Div.
Hudson Foods, Inc.
P.O. Box 280
Noel, MO 65854
(417) 475-3113

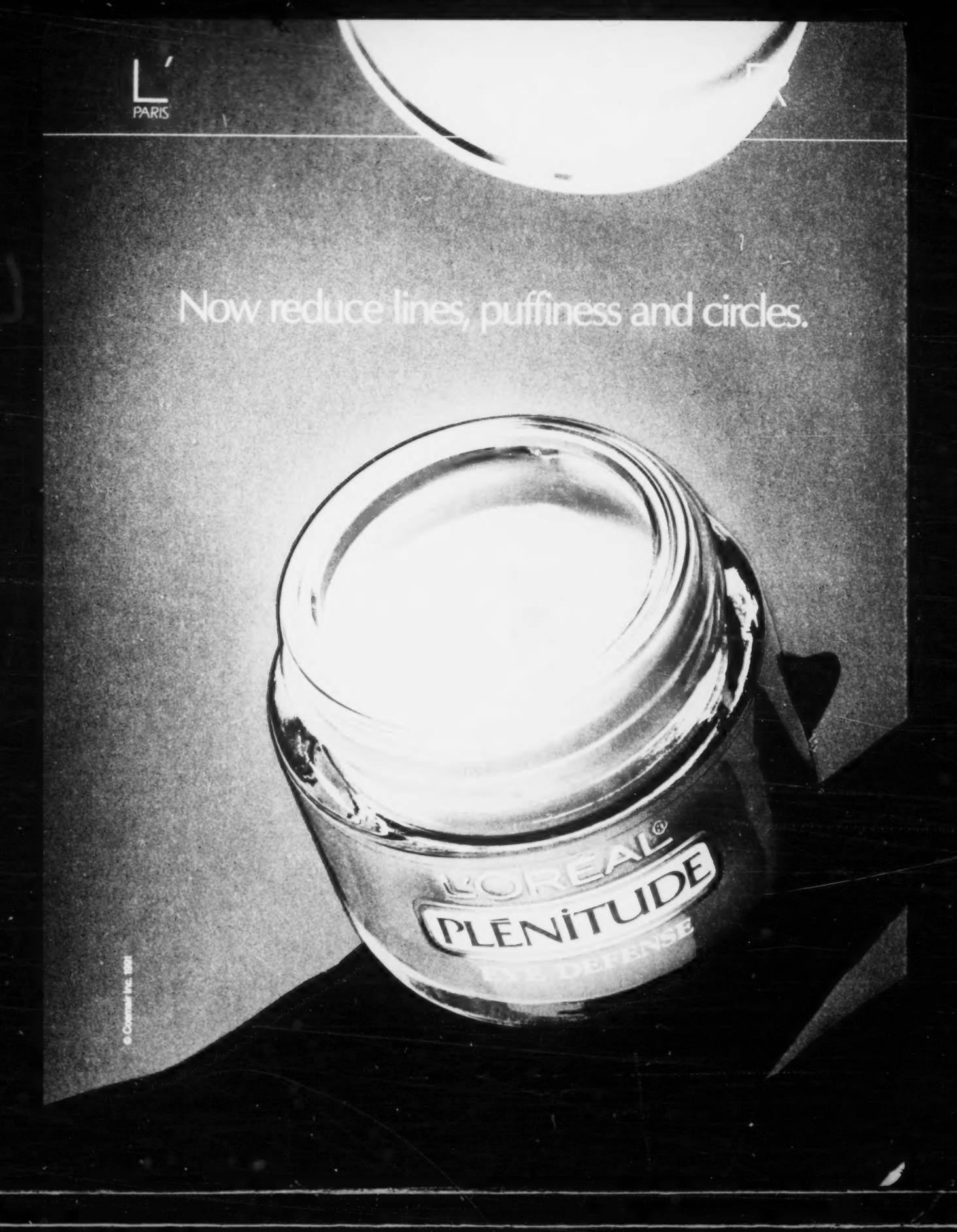
Bernier, Paul (04)
Mohawk Marketing Corporation
149 Business Park Drive
Virginia Beach, VA 23462
(804) 499-8901

Bernstein, Sidney (17)
Director of Advertising
Military Retailing Directories
91-10 32nd Ave.
Apt. 103
Jackson Heights, NY 11369
(718) 458-9094

Bernstein, Jay (17)
Vice Presidents-Nat'l Accts.
Playtex, Inc.
700 Fairfield Avenue
Box 10064
Stamford, CT 06904
(203) 356-8030

Bertrand, Jerry (10)
Head of Research
Redwood Laboratories
85 Roberta
Woodside, CA 94062
(415) 851-5590

Besterman, Carl (12)
Lewis Bear Company
52 Quail Hallow Dr.
Hamilton, GA 31811
(404) 645-6701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Beveridge, Kathleen A. (17)
National Trade Coordinator
Pepsi-Cola Company
Route 100
Somers, NY 10589
(914) 767-7695

Bickleman, Ed (24)
Manager, Government Sales
Marion Merrell Dow, Inc.
9300 Ward Parkway W-1
Kansas City, MO 64114
(816) 966-4000

Bielefeld, George W. (05)
Assistant Treasurer
Rayovac Corporation
601 Rayovac Drive
Madison, WI 53711
(608) 275-4550

Billner, Frank W. (10)
Western Area Sales Mgr.
Thomas J. Lipton, Inc.
6648 Mt. Forest Drive
San Jose, CA 95120
(408) 997-0112

Bilonick, George (06)
Dunham & Smith Agencies, Inc.
"Squire's Gate" Fen Road
Pakenham IP 312LP
England
011-44-359-31256

Bird, Rich (24)
District Military Manager
Swift-Eckrich, Inc.
Suite 105
8725 Rosehill Rd.
Lenexa, KS 66215
(913) 541-9334

Birdseye, Kellogg G. (23)
4 Twin Oaks Drive
Lawrence Township
Trenton, NJ 08638

Biro, Cheryl (17)
Military Sales Administrator
Fuji Photo Film U.S.A., Inc.
800 Central Blvd.
Carlstadt, NJ 07072
(201) 507-2550

Bise, Cheryl (12)
United States Tobacco
Sales and Marketing Co., Inc.
9989 Dorchester Road
Summerville, SC 29485
(803) 875-4042

Bisek, Walter (04)
President
Bisek and Company, Inc.
Box 5387
Virginia Beach, VA 23455
(804) 460-0968

Bitter, George H. (24)
Territory Manager
Overseas Service Corporation
11109 W. 99th St.
Overland Park, KS 66214
(913) 492-9830

Bivens, Arthur L. (18)
275 W. Olive Drive
Green Valley, AZ 85614

Black, Dennis B. (03)
Dunham & Smith Agencies, Inc.
800 St. Louis Union Station
Suite 400
St. Louis, MO 63103
(314) 436-2155

Black, Donald T. (17)
Director of Credit
Rich-Seapak Corporation
P.O. Box D
Buffalo, NY 14240
(716) 878-8056

Blackburn, Bob (12)
Sara Lee Bakery
105 Smokerise Trace
Peachtree City, GA 30269
(404) 487-5645

Blackburn, Ginger (04)
Tidewater Wholesale Grocery
Box 6236
Chesapeake, VA 23323
(804) 487-2586

Blackmar, Heather (01)
Riviana Foods Inc.
Box 2636
Houston, TX 77252
(713) 529-3251

Blair, Elissa (11)
Military Sales Manager
Stokely USA, Inc.
1024 S. 1500 E.
Salt Lake City, UT 84105
(801) 582-7513

Blaisdell, Jack (05)
Vice President/Sales
Jim Beam Brands-Int'l Company
510 Lake-Cook Rd.
Deerfield, IL 60015-4916
(708) 948-8888

Blake, Jeanne (05)
Special Market Strategies
336 Union Plaza
333 N. Washington Ave.
Minneapolis, MN 55401
(612) 349-2763

Blank, Harvey S. (17)
Vice President Controller
Revlon Government Sales, Inc.
625 Madison Ave.
New York, NY 10022
(212) 527-6570

Blankinship, Edward (18)
V.P. Marketing
Landmark Military Distribution
One N. 59th Avenue
Phoenix, AZ 85043
(602) 233-3296

Blitch, Lee (17)
Division Mgr.
AT&T
295 N. Maple Ave.
Room 5164B3
Basking Ridge, NJ 07920
(201) 221-7060

Blood, Larry (21)
Military Sales Mgr.
Mobil Chemical Company
1137 Nature's Hammock South
Jacksonville, FL 32259
(904) 287-0904

Bloomquist, John (11)
President & General Mgr.
Alaska Traffic Consultants
2214 4th Ave. S.
Seattle, WA 98134
(206) 682-2817

Blue, Kent (04)
Webco USA, Inc.
10800 Midlothian Turnpike
Suite #136
Richmond, VA 23235
(804) 378-0840

Blustein, Paul D. (05)
Territory Manager
Johnson & Johnson
23962 S. E. 40th Court
Issaquah, WV 98027
(206) 391-4829

Bochniak, Daniel J. (03)
Military Sales Mgr.-SE
S. C. Johnson Wax
675 Wesleyan Dr. SW
Atlanta, GA 30336-2617
(404) 349-4550

Bogle, Ted (09)
Regional Sales Manager
C. Lloyd Johnson Co., Inc.
3rd Floor/Rear
4 Linden Street
Salem, MA 01970

Boland, Dave (15)
District Manager Operations
Kraft USA
6950 Artesia Blvd.
Buena Park, CA 90620
(714) 521-0640

Bolin, Wendell (12)
Sales Representative
Fleming Companies, Inc.
P.O. Box 49039
San Jose, CA 95161-9039

Bollinger, Joe (12)
Eastern/Military Manager
Brown-Forman Beverage Company
9040 Roswell Road
Suite 300
Dunwood, GA 30380
(404) 587-0228

Bonds, Robert (08)
General Manager
Off Duty Publications
Park Commercial Centre-14 Fl.
8 Shelter St., Causeway Bay
Hong Kong

Boone, Gary D. (03)
District Manager
C. Lloyd Johnson Co., Inc.
1233 Cypress Drive
Richardson, TX 75080-4804
(214) 644-6031

Booth, Neil A. (12)
Account Manager-AAFES
Coca-Cola USA
P.O. Drawer 1734
Atlanta, GA 30313
(404) 676-8977

Booth, Thomas (17)
Director - Military Sales
Pfizer, Inc.
Consumer Health/Oral Care Div.
235 East 42nd Street
New York, NY 10017
(212) 573-3140

Boragine, Mary (23)
Credit Manager
Brigade Brands, Ltd.
1913 Atlantic Avenue
Manasquan, NJ 08736
(908) 528-8010

Borchert, Jody (05)
Military Sales Coordinator
Hillshire Farm & Kahn's
3241 Spring Grove Avenue
Cincinnati, OH 45225
(513) 541-4000

Borden, Wes (13)
Kraft General Foods
4025 Guinevere Drive
Pensacola, FL 32514
(904) 477-4154

Borke, Michael R. (06)
European Manager
Nestle Food Company
Imhainfeld 3
Niederhausen-Oberjosbach 6272
Germany
011-49-6127-2720

Botta, Lou (12)
Central Regional Rep.
Kenwood U.S.A. Corp.
5624 Plantation Oaks Drive
Theodore, AL 36582
(205) 653-1211

Boucher, Daniel J. (17)
Vice President
Nat'l Industries For The Blind
524 Hamburg Turnpike
Wayne, NJ 07474-0969
(201) 595-9200

Boudreaux, Patrick A. (18)
President
Boudreaux Distributing, Inc.
220 N. 47th Ave.
Phoenix, AZ 85043
(602) 269-5786

Bouton, Joe P. (04)
Military Account Manager
Nabisco Biscuit Company
420 Woodlake Drive
Chesapeake, VA 23320

Boyle, Terence T. (23)
Manager Spec. Accts. Zone
Carillon Importers Ltd
Glenpointe Centre West
Teaneck, NJ 07666-6897
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Boyle, G. D. (Gary) (05)
Military Trade Manager
General Mills, Inc.
P.O. Box 1113
Minneapolis, MN 55440
(612) 540-7529

Boyle, Robert K. (13)
Vice President/Owner
Lewis Bear Company
Box 17209
Pensacola, FL 32522
(904) 438-9651

Boyles, Cooper (13)
Super Valu—Anniston-Indianola
Box 430
Anniston, AL 36202
(205) 235-3373

Bradbury, Warren B. (17)
AFN TV-Guide
Suite 1510
347 Fifth Ave.
New York, NY 10016

Bradbury, John D. (17)
President
Military Media Inc.
One Bushwick Road
Poughkeepsie, NY 12603
(914) 454-7900

Bradbury, Douglas R. (21)
Military Media Inc.
Suite 308
11410 N. Kendall Dr.
Miami, FL 33176
(305) 270-0100

Branch, Dawn (04)
Account Executive
C. Lloyd Johnson Co., Inc.
8031 Hampton Blvd.
Norfolk, VA 23505
(804) 423-2832

Brandon, Paul (19)
Senior V.P., Sales
Bryan Foods Incorporated
Box 1177
West Point, MS 39773-1177
(601) 494-3741

Bratton, Chris (15)
Retail & Military Marketing Mg.
International Multifoods
2030 Iowa Ave. #C
Suite C-100
Riverside, CA 92507
(714) 782-7825

Brault, Ronald J. (23)
Director of Military Sales
Wetterau Incorporated
P.O. Box 2981
Temple, PA 19560
(215) 929-5741

Braun, Paul D. (06)
Dunham & Smith Agencies, Gmbh
Hubertusstrasse
6551 Pfaffen-Schwabenheim
Germany

Brautigam, Karl A. (17)
VP, Business Dev./Milt. Sales
Sterling Drug, Inc.
Glenbrook Laboratories
90 Park Avenue
New York, NY 10016
(212) 907-2568

Brawley, Sanford A. (10)
Nat'l Sales Mgr.,Special Mkts
Clorox Company, The
Box 24305
Oakland, CA 94623
(510) 271-7061

Brazzale, Conrad W. (05)
Field Sales Support Manager
Northern Labs, Inc.
P.O. Box 850
Manitowoc, WI 54221-0850
(414) 684-7137

Brennan, C. A. (05)
840 N Seminary Ave #260
Woodstock, IL 60098-2951

Brenton, Jeff (16)
Military Sales Manager
R. J. Reynolds Tobacco Co.
5676 Trotter Rd.
Clarksville, MD 21029
(301) 989-0610

Brevard, Rolan (19)
Vice President
Professional Food Systems
P.O. Box 1627
El Dorado, AR 71731
(501) 863-1773

Bridges, Charles H. (21)
Chairman & CEO
Francois L. Schwarz, Inc.
Box 9000
Palm Harbor, FL 34682-9000
(813) 789-2400

Bristow, Bruce (03)
Area Manager
Philip Morris U S.A.
520 NW 167 Street
Edmond, OK 73034

Broman, Kent (15)
Kellogg Sales Company
7755 Center Avenue
Suite 830
Huntington Beach, CA 92647-3007
(800) 535-0370

Brooks, Mary-Michaele (06)
AFN TV-Guide
Waechtersbacher Strasse 89
6000 Frankfurt/Main 61
Germany
06942096040

Brooks, Robert (16)
Eastern Zone Manager
Colgate-Palmolive Company
3269 Harness Greek Rd.
Annapolis, MD 21403
(301) 263-9205

Brooks, J.R. (05)
Associate Publisher
Military Retailing Directories
169 East Reynolds Road
Lexington, KY 40517
(606) 272-0421

Brose, Kraig (01)
Kraft General Foods
13806 Chittim Meadow
San Antonio, TX 78232
(512) 496-6879

Brossette, Ginny (19)
Division Credit Manager
ConAgra Poultry
P.O. Box 1008
Natchitoches, LA 71457
(318) 352-9600

Brothers, Dan (05)
President
LaSalle Group, Inc.
1735 S. Big Bend Blvd.
St. Louis, MO 63117-2487
(314) 645-7778

Brower, Allen R. (06)
Counsellor
S & K Sales Co.
Winterhauserstr 93
8700 Wurzburg
Germany
49-931-612520

Brown, Arnold (16)
Sales Representative
3M/Consumer Products Group
10719 Ames Street
Fairfax, VA 22032
(703) 591-3036

Brown, Artis P. (05)
Military Customer Svc. Supv.
Borden, Inc.
180 E. Broad - 21st Floor
Columbus, OH 43215
(614) 225-7204

Brown, Kim J. (05)
Associate Military Sales Mgr.
Clorox Company, The
102A Winding Way
Covington, KY 41011
(606) 581-2080

Brown, Wendell (10)
Military Sales Service Rep
Fleming Companies, Inc.
P.O. Box 49039
San Jose, CA 95161-9039
(408) 942-2256

Brown, Jeffrey W. (21)
Executive Vice Pres.
Francois L. Schwarz, Inc.
Box 9000
Palm Harbor, FL 34682-9000
(813) 789-2400

Brown, Eric (05)
VP Grocery Products Div.
Geo. A. Hormel & Co.
Box 800
Austin, MN 55912
(507) 437-5766

Brown, Ken (19)
President
Professional Food Systems
P.O. Box 1627
El Dorado, AR 71731
(501) 863-1773

Brown, Kobi (10)
Specialist/Sales Analyst
Shasta Beverages, Inc.
26901 Industrial Blvd.
Hayward, CA 94545
(415) 783-3200

Brown, Sandy (01)
Military Sales Rep
Sweeney and Company
2330 Roosevelt
San Antonio, TX 78210
(512) 533-1281

Brown, Dick (09)
District Manager
UMEX Company
16 Richardson Street
Billerica, MA 01821
(617) 667-6691

Brown, Danny (03)
Account Executive
Waverly Group, Inc.
Suite 1204
400 S. Zang
Dallas, TX 75208
(214) 948-6404

Browning, Robert (05)
Military Sales Mgr. Cons. Prod
Solo Cup Company
1700 Old Deerfield Road
Highland Park, IL 60035
(708) 831-4800

Brownlow, Kim (05)
National Sales Mgr.
D-Orum Hair Products, Inc.
1075 Grant Street
Gary, IN 46404
(219) 882-2922

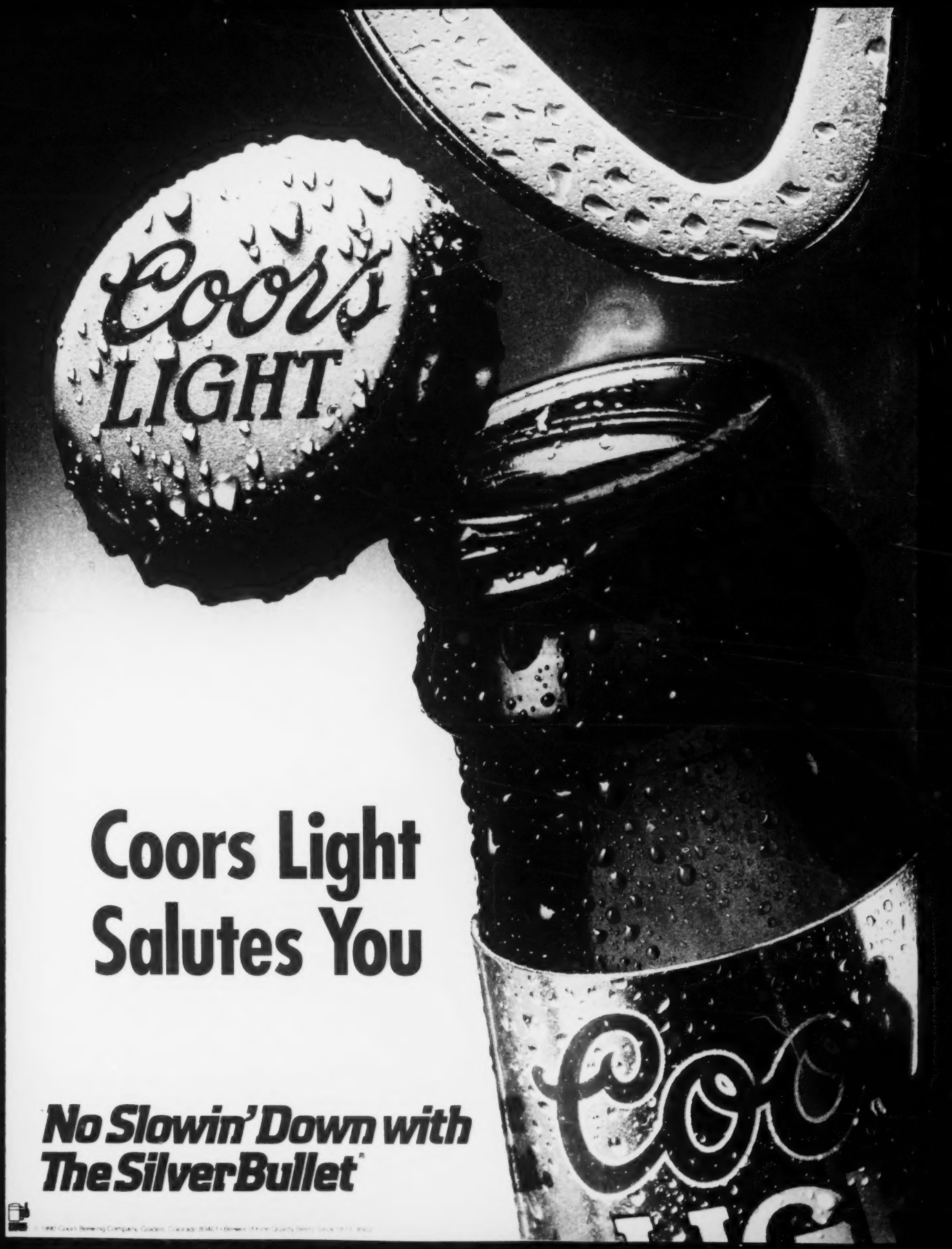
Brummer, Craig (12)
Eastern Regional Manager
Dr Pepper/7Up Companies
1830 Condor Drive
Marietta, GA 30066
(404) 928-4488

Brunello, Steve (15)
Mgr. Trade Promo./Mil. Sales
Miles Inc.
25450 Cloverglen Circle
Murrieta, CA 92563
(714) 677-4003

Brunk, Charlie (18)
Commissary Sales Rep.
Eurpac Service Co., Inc.
610 E. Mesquite
Gilbert, AZ 85234
(602) 892-1829

Brusca, Christian S. (03)
Vice Pres., Pacific Division
Milbrands, Inc.
16415 Dallas Parkway
Suite 400
Dallas, TX 75248-2463

Bryant, Steve (01)
Military Area Manager
Nestle Food Company
10611 Country Flower
San Antonio, TX 78240
(512) 696-8846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Bschorr, Lothar (06)
Director
Eder Breweries, Inc.
P.O. Box 1220
D-8754 Gross-Ostheim
Germany
0049-6026-509115

Buchanan, Michael O. (06)
Senior Area Representative
R. J. Reynolds Tobacco Int'l
Bernerstrasse 107
6000 Frankfurt/Main 56
Germany
0695073636

Buchtel, Robert (15)
Sales Manager Operations
Kraft USA
9975 Business Park Ave
Suite A
San Diego, CA 92131
(619) 566-4766

Buck, Jerry R. (10)
Account Manager
Oscar Mayer & Co. Inc.
Box 5134
San Ramon, CA 94583
(415) 568-1644

Buckert, Walter (16)
Mgr., Gov't Sales: Lighting
General Electric Company
1331 Pennsylvania Ave., N.W.
Washington, DC 20004
(202) 637-4550

Buckner, Charles A. (05)
Vice President
Gelco Payment Systems, Inc.
7301 Ohms Lane
Edina, MN 55435
(612) 832-3565

Buddig, Thomas R. (05)
V.P. Sales/Marketing
Carl Buddig and Company
950 West 175th Street
Homewood, IL 60430-2040
(708) 798-0900

Budzik, Julie (15)
Dunham & Smith Agencies, Inc.
Box 390519
San Diego, CA 92149-0519
(619) 470-3903

Buerkel, Harald H.D. (06)
Dunham & Smith Agencies, Gmbh
Mainzer Strasse 130
675 Kaiserslautern
Germany

Burgos, Julio (23)
Military Sales Manager
Goya Foods, Inc.
1230 Forest Parkway
West Deptford, NJ 08066
(609) 423-9300

Burke, Tom (12)
Sales Representative
B. Green & Company, Inc.
1101 2nd Ave
North Trade Winds
Surf Side Beach, SC 29575
(803) 650-5068

Burke, Steve (22)
Kraft General Foods
12050 Candelaria, NE
Apt. 4
Albuquerque, NM 87112
(505) 294-3037

Burke, David (17)
Corporate Sales Manager
M. Polaner, Inc.
Box K
Roseland, NJ 07068
(800) 631-7925

Burlingame, Lynn (17)
Customer Service Manager
Seneca Foods Corporation
1162 Pittsford-Victor Road
Pittsford, NY 14534
(716) 383-4665

Burns, Conrad (13)
Chairman
Unicon International, Inc.
P.O. Box 400
Murdock, FL 33938
(813) 743-8808

Burt, Chuck (15)
Specialized Markets Division
Royal Crown Cola Company
3092 Saddleback Court
Thousand Oaks, CA 91360
(805) 492-1739

Bushhousen, Christopher R. (06)
Key Account Manager
R. J. Reynolds Tobacco Int'l
Bernerstrasse 107
6000 Frankfurt/Main 56
Germany
0695073636

Businski, Mark (17)
V.P. Sales
Cass Communications, Inc.
369 Lexington Ave.
New York, NY 10017
(212) 986-6441

Butcher, David (06)
David W. Muncey, Ltd.
Beach Road
Cottenham, Cambridge CB4 4RG
England
0954 50448

Butchko, William H. (10)
Director, Milt. Sales & Mktg.
Del Monte Foods
Box 3575
San Francisco, CA 94119-3575
(415) 442-5160

Butler, Ron (15)
President
Seaport Fish Company, Inc.
Box 1111
San Pedro, CA 90733
(213) 549-4992

Butt, Bruce (12)
Account Manager
Planters Lifesavers Company
1242 Dowry Drive
Lawrenceville, GA 30245
(404) 564-2052

Byers, Dave (18)
Webco USA, Inc.
2608 South Mollera Street
Mesa, AZ 85202
(602) 345-8648

Byrum, Jimmie L. (23)
V.P. Dir. Sales-Household Div.
L & F Products
Military Sales Division
225 Summit Avenue
Montvale, NJ 07645
(201) 573-5671

C

Cagle, Dean (03)
Kraft General Foods
4308 Cobbler Lane
Dallas, TX 75252
(214) 248-0394

Cairns, David W. (15)
Area Manager
Gerber Products Company
3511 Sitio Baya
Carlsbad, CA 92009
(714) 634-2215

Cairns, Michael D. (11)
Executive Vice President
RTA Marketing Services
2370 130th Avenue, N.E.
Suite 101
Bellevue, WA 98005-1770
(206) 881-0105
(800) 745-4RTA

Cairo, Sal (17)
Vice President Military Sales
Schieffelin and Somerset
2 Park Avenue
New York, NY 10016
(212) 251-8232

Call, Stephen F. (11)
Sales & Marketing Planner
H. J. Heinz Special Markets
300 E. Mallard Drive
Suite 150
Boise, ID 83706
(208) 338-8834

Callahan, Tommy (04)
Sales Manager
Kraft USA
Box 62387
Virginia Beach, VA 23462
(804) 499-0509

Callaman, Anthony M. (16)
Military Field Manager
United States Tobacco
Sales and Marketing Co., Inc.
8111 Brightridge Ct.
Ellicott City, MD 21043
(301) 379-6228

Campbell, John W. (12)
Business Development Cons.
Dunkin' Donuts, Incorporated
200 Galleria Parkway
Suite 440
Atlanta, GA 30339
(404) 859-0531

Campbell, Daniel H. (23)
Special Markets Manager
Smithkline Beecham Cons. Brand
Box 1467
Pittsburgh, PA 15230-1467
(412) 928-6958

Campbell, Bob (21)
V.P. Sales
Specialty Food Distributors In
4006 Airport Rd.
Plant City, FL 33567
(813) 752-8558

Campos, Ray (11)
Georgia-Pacific Corporation
8205 La Serena Drive
Tampa, FL 33614
(813) 932-5459

Canady, Diane (12)
Credit & Collection Admin.
Savannah Foods & Indust., Inc.
PO Box 339
Savannah, GA 31402
(800) 241-3785

Canavaggio, Patrick ()
President
Donald W. Dickerson, Inc.
P.O. Box 6-3600 El Dorado
Panama

Cannon, Chris (12)
Kodalux Processing Services
Division of Qualex
3000 Croasdaile Drive
Durham, NC 27705
(919) 383-8535

Caperton, Jim (15)
Region Sales Mgr.
The Hartz Mountain Corporation
6971 Central Ave.
Riverside, CA 92504
(714) 687-2665

Capkovic, Chris (21)
Credit Manager
Lykes Bros., Inc.
P.O. Box 518
Plant City, FL 33564-0518
(813) 752-1102

Carbonaro, Stephen J. (10)
USAF Ret.
13 Willotta Drive
Suisun, CA 94585
(707) 864-0196

Cardenas, Frank (15)
Area Manager
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Carlin, J. David (04)
General Manager, Southeast
Gekay Sales & Service Co., Inc
1224 Executive Blvd.
Suite 104
Chesapeake, VA 23320
(804) 436-7212

Carlson, Robert L. (11)
Regional Sales Manager
C. Lloyd Johnson Co., Inc.
6904 Ford Drive, N.W.
Gig Harbor, WA 98335
(206) 265-2318

Carlson, Rob (11)
Territory Manager
UMEX Company
205 Island Blvd.
Fox Island, WA 98333
(206) 549-4150

Carnall, Don (03)
Sales Rep
Levi Strauss & Co.
Suite 2535
2300 Stemmons
Dallas, TX 75207
(214) 630-9971

Carnes, Chuck (10)
Sales Representive
3M/Consumer Products Group
311 West 39th Ave.
San Mateo, CA 94403
(415) 574-7056

Carr, Clarence (15)
Director Gov't Sales
Worlds Of Curls, Inc.
1600 S. Anderson Ave.
Compton, CA 90220
(213) 609-2500

Carrasco, Gilbert (01)
Kraft USA
3210 Suffolk
El Paso, TX 79925
(915) 593-2367

Carroll, Matthew T. (05)
Vice President, Sales
J. L. Prescott Company
16750 So. Vincennes Rd.
So. Holland, IL 60473
(800) 544-2814

Carroll, Rich (16)
Regional Sales Manager
Military Lifestyle
4800 Montgomery Lane
Suite 700
Bethesda, MD 20814
(301) 718-7635

Carsni, A. Rich (12)
Regional Manager
Conus Maxi Saver
110 Knightsridge Court
Dunwoody, GA 30350
(404) 396-9257

Carter, Glenn (12)
Director of Sales & Marketing
Cuddy Farms
P.O. Box 668
Marshville, NC 28103
(704) 624-5081

Caruthers, William (11)
Manager, Military Sales
Curtice Burns Foods
Nalley's Fine Foods
3303 S. 35th Street
Tacoma, WA 98411
(206) 383-1621

Cash, David (19)
Manager, Sales Planning
Conwood Company, L.P.
Box 217
Memphis, TN 38101
(800) 238-5990

Cashdan, Robert S. (04)
320 Oak Street
Covington, VA 24426

Cashman, Jr., Bill (03)
Mfgr Rep
Jostens Inc.
1007 Red Oak Ct.
Keller, TX 76248
(817) 498-7459

Cashman, Sr., Bill (03)
Mfgr Rep Manager
Jostens Inc.
4451 Chedlea Ave
Ft. Worth, TX 76133
(817) 292-5195

Cassano, Caesar (10)
Brigade Brands, Ltd.
1631 Rocky Ben Drive
Sacramento, CA 95833
(415) 574-7635

Cassidy, Kathy (10)
Ntl. Mgr., Customer Serv. Spec
Dole Packaged Foods Company
Box 7330
San Francisco, CA 94111
(415) 773-4757

Cassov, Bob (17)
General Manager-EDF
European Designer Fragrances
Div. of Ralph Lauren Fragrance
575 Fifth Ave.
New York, NY 10017
(212) 984-4486

Castrellon, Enrique ()
General Manager
Donald W. Dickerson, Inc.
P.O. Box 6-3600 El Dorado
Panama

Castro-Miller, Darlene (18)
Military Coordinator
Fleming Companies, Inc.
Box 20511
Phoenix, AZ 85036
(602) 269-5251

Castrovinci, Fred (17)
Thomas J. Lipton, Inc.
800 Sylvan Avenue
Englewood Cliffs, NJ 07632
(201) 567-8000

Cathey, Dave (14)
Midwest Military Brokers, Inc.
P.O. Box 200042
Denver, CO 80220
(303) 320-0905

Catlett, E.T. (23)
Senior V.P.-Wedgwood
Waterford Wedgwood USA
PO Box 1454
Wall, NJ 07719
(201) 919-5800

Caton, D. J. (Dan) (16)
Military Area Sales Manager
General Mills, Inc.
230 Harbor Drive
Lusby, MD 20657
(301) 326-6083

Cattano, Joe (12)
Product Manager
Planters Lifesavers Company
P.O. Box 64
1100 Reynolds Boulevard
Winston-Salem, NC 27102
(919) 741-0746

Caulder, Toni (12)
Military Sales Representative
Thomas & Howard Company
Box 947
Columbia, SC 29202-0947
(803) 788-5520

Cauthen, Mickey (12)
Military Division - Sales Mgr.
Uncle Ben's, Inc.
20 Sylvia Circle
Covington, GA 30209
(404) 787-6250

Cecil, Donna (05)
Accounts Receivable
Brown & Williamson Tobacco
Box 35090
Louisville, KY 40232
(502) 568-7805

Cerce, Gerald (09)
Chairman
Aai/Danal
4 Warren Avenue
North Providence, RI 02911
(401) 231-3800

Cerreta, Tony (12)
Director-Sales Development
Tetley, Inc.
2872 Woodcock Blvd. #211
Atlanta, GA 30341
(404) 458-7093

Chaffee, Tom (05)
V.P. Sales
Presto Products Company
670 N. Perkins
Appleton, WI 54911
(414) 739-9471

Chalk, W. Russell (14)
Director National Accounts
VSA, Inc.
P.O. Box 17387
4582 S. Ulster St Pkwy Ste 800
Denver, CO 80217
(303) 779-4900

Chalmers, Darrell (22)
President
Chalmers' Distributors, Inc.
9300 Billy the Kid Street
El Paso, TX 79907
(915) 858-1053

Chandler, Jennifer (12)
S.C. Account Manager
Southern Military Sales, Inc.
55 Ashley Ave #2
Charleston, SC 29401-1269
(803) 884-3249

Chang, Calvin (10)
Product Manager - Military
Del Monte Foods
Box 3575
San Francisco, CA 94119-3575
(415) 442-4288

Chapa, Patrick J. (19)
General Credit Manager
Professional Food Systems
P.O. Box 1627
El Dorado, AR 71730
(501) 863-1736

Chaplin, John (06)
David W. Muncey, Ltd.
Beach Road
Cottenham, Cambridge CB4 4RG
England
0954 50448

Chapman, Mark (15)
Area Manager
Philip Morris U.S.A.
10940 Baroque Lane
San Diego, CA 92124

Charobee, Dan (15)
Business Manager
Off Duty Publications
Suite C-2
3303 Harbor Blvd.
Costa Mesa, CA 92626
(714) 549-7172

Chase, Sydney (06)
Business Consultant
Waldstrasse 5
6270 Idstein
Germany
6127-5677

Cheatham, Chondra (01)
Military Sales Rep.
Scrivner, Inc.
Box 26146
Oklahoma City, OK 73126
(405) 670-7402

Chester, Russell S. (11)
Western Regional Manager
Milbrands, Inc.
7506 Sandy Point Rd., N.E.
Olympia, WA 98506
(206) 456-8347

Child, Walter (06)
Casella Postale 68
Torre Del Greco
Naples
Italy

Childs, Larry T. (15)
National Sales Manager - MSG
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Scrivner (Oklahoma)
P.O. Box 26146
Oklahoma City, OK 73126-0146
(405) 670-7354

Chittenden, John M. (11)
V.P., Military Sales
Helme Tobacco Company
P.O. Box 15
1548 Ohio Avenue
Bremerton, WA 98310
(203) 327-6000

Chodor, Vincent (15)
Director Military Sales
P. Leiner Nutritional Products
20643 Londelius Street
Canoga Park, CA 91306
(818) 407-1020

Choi-Su, Yi (08)
Representative
Webco USA, Inc.
Yongsan, P.O. Box 74
Korea
5847228

Christian, Don (10)
Military Sales Mgr.
Select Foods, Inc.
Box 3097
Hayward, CA 94540
(415) 785-1000

Chung, Lianne (07)
Sales Manager
Hawaiian Distributors L.T.D.
98-746A Kuahao Place
Pearl City, HI 96782
(808) 488-8408

Cielencki, O. A. (01)
Commissary Sales Rep.
Eurpac Service Co., Inc.
407 De Vaca
Universal City, TX 78148
(512) 659-1824

Ciez, Pat (21)
V.P. Sales/Marketing
Lykes Bros., Inc.
P.O. Box 518
Plant City, FL 33564-0518
(813) 752-1102

Cipollina, A. (05)
Vice President/Sales
Wm. Wrigley Jr. Company
410 North Michigan Avenue
Chicago, IL 60611
(312) 644-2121

Clarence, Ken T. (15)
Account Mgr.
Nabisco Biscuit Company
1048 Cudahy Pl.
San Diego, CA 92138
(619) 276-0312

Clark, Paul T. (17)
V.P. Sales, International Div.
American Tobacco Company
6 Stamford Forum
Box 10380
Stamford, CT 06904-2380
(203) 352-8167

Clark, Vaughn R. (15)
Director, Military Sales
Galletti Brothers Foods, Inc.
2900 Ayers Avenue
Los Angeles, CA 90023
(213) 262-8222

Clark, James L. (03)
Region Acct's Manager
Impel Marketing Inc.
2509 Brown Drive
Flower Mound, TX 75028
(214) 369-9889

Clark, James R. (09)
National Sales Manager
Swarovski America Limited
2 Slater Road
Cranston, RI 02920
(401) 463-3000

Clark, Charles (19)
V.P. International Division
Tyson/Tastybird/Holly Farms
P.O. Box 2020
Springdale, AR 72764-2020
(800) 643-4556

Class, Dick (09)
VP/Director of Military Sales
Wetterau Incorporated
350 Marlboro Street
Keene, NH 03431
(603) 352-1004

Clawson, Joe (03)
Kraft General Foods
2623 Hidden Ridge Drive
Arlington, TX 76006
(817) 461-0525

Clemmer, Matt (05)
Sales Representative
C. Lloyd Johnson Co., Inc.
715 Gilbert Avenue
Indianapolis, IN 46227-2055

Clemmons, Edward (04)
Military Sales Manager
Chock Full O'Nuts Corporation
7901 Penniman Place
Richmond, VA 23228
(804) 266-2500

Clifton, Norbert (19)
Credit/Billing
Tyson/Tastybird/Holly Farms
P.O. Box 2020
Springdale, AR 72764-2020
(800) 643-4838

Clinefelter, Sabra (01)
Sales Promotion Manager
Coca-Cola Foods
Box 2079
Houston, TX 77252
(713) 888-5385

Coaswell, Pete (04)
Account Executive
C. Lloyd Johnson Co., Inc.
8031 Hampton Blvd.
Norfolk, VA 23505
(804) 423-2832

Cobb, Anna (09)
Ocean Spray Cranberries, Inc.
One Ocean Spray Drive
Lakeville
Middleboro, MA 02349
(508) 946-1000

Coburn, Jeff (05)
Creative Department
LaSalle Group, Inc.
1735 S. Big Bend Blvd.
St. Louis, MO 63117-2487
(314) 645-7778

Coburn, Linda (04)
Field Representative
Tidewater Wholesale Grocery
P.O. Box 6236
Chesapeake, VA 23323
(804) 487-2586

Coffey, William (01)
Director of Military Sales
Scrivner, Inc.
Box 26146
Oklahoma City, OK 73126-0146
(405) 670-7238

Coghan, Tom (17)
V.P. Eastern Division Sales
The Hartz Mountain Corporation
700 South Fourth Street
Harrsion, NJ 07029-9987
(201) 481-4800

Cognasso, Raymond (11)
Territory Manager
S & K Sales Co.
6021 123rd Ave. S.E.
Tenino, WA 98589-9638
(206) 459-7311

Cohen, Lester (09)
Chairman of the Board
C & S Wholesale Grocers, Inc.
Ferry Road
Brattleboro, VT 05301
(802) 257-6729

Cohen, Richard (09)
President
C & S Wholesale Grocers, Inc.
Ferry Road
Brattleboro, VT 05301
(802) 257-6729

Cohrs, Kathleen (03)
Region Manager
UMEX Company
2824 Sun Meadow Drive
Flower Mound, TX 75028
(214) 518-0562

Coleman, Eric (01)
Territory Manager
Johnson & Johnson
3140 Hunters Chase Drive
Apt. 1003
Virginia Beach, VA 23452
(804) 431-0837

Coleman, Mel (10)
President
Western Military Sales, Inc.
Box 683
Lafayette, CA 94549
(415) 284-2385

Coleman, Tom (11)
Area Manager
Western Military Sales, Inc.
Box 2244
Redmond, WA 98052
(206) 868-1599

Colletti, Bruce (15)
Vice President, Retail
Sabatasso Foods, Inc.
3400 S. Susan Street
Santa Ana, CA 92704
(714) 540-8671

Collins, Stacey (16)
Account Executive
Kroloff, Marshall & Associates
1350 Connecticut Avenue, NW
Washington, DC 20036
(202) 429-0551

Collins, Mary S. (05)
Regional Sales Mgr.
Military Lifestyle
401 N. Michigan Ave.
#3205
Chicago, IL 60611
(312) 644-6490

Colon, Jose (04)
Eastern Regional Sales Manager
Kenwood U.S.A. Corp.
626 River Bend Court #202
Newport News, VA 23602
(804) 249-8326

Colonna, Keith (04)
Account Executive
C. Lloyd Johnson Co., Inc.
8031 Hampton Blvd.
Norfolk, VA 23505
(804) 423-2832

Colquitt, Davey (04)
E.V.P.- Special Markets
Eurpac Service Co., Inc.
1421 Diamond Springs Rd.
P.O. Box 5686
Virginia Beach, VA 23455
(804) 460-5522

Combs, Harold B. (06)
Regional Manager
Francois L. Schwarz, Inc.
Liebig Strasse 49
6000 Frankfurt/Main
Germany
069721423

Compton, Donald C. (10)
V.P. Sales
Capri Sun, Inc.
Suite 120
1825 S. Grant St.
San Mateo, CA 94402
(415) 572-7100

Compton, Jeff (12)
Vice President
Europa Sports Products, Inc.
635 Pressley Rd.
Suite N
Charlotte, NC 28217
(800) 447-4795

Conner, Joel (05)
Special Market Strategies
318 First Avenue North
Minneapolis, MN 55401

Connett, Susan (12)
Dir. Asia/Pacific & Spec. Mark
Sara Lee Hosiery
Sara Lee Hosiery International
P.O. Box 2495
Winston-Salem, NC 27102
(919) 744-8009

Connors, Craig (06)
Military Sales Representative
Philip Morris U.S.A.
Malsenstrasse 86
8000 Munchen 19
Germany

Conrad, James G. (03)
Director/AAFES Division
C. Lloyd Johnson Co., Inc.
Suite 126
12300 Ford Road
Dallas, TX 75234-7246
(214) 243-8752

Conte, Silvio (17)
Military Sales Mgr.
Bertolli USA, Inc.
300 Harmon Meadow Boulevard
Secaucus, NJ 07094
(201) 863-2088

Cook, Walter C. (05)
General Manager
Consolidated Federal Dist.
P.O. Box 19707
Louisville, KY 40259
(502) 363-6052

Cook, G.W. (16)
Military Distributors of VA
12173 Abbey Glen Ct.
Woodbridge, VA 22192

Cook, Rudy (12)
Military Sales Mgr.
Murray & Jack's Biscuit Co.
2861 Bakers Bridge Circle
Douglasville, GA 30134
(404) 949-4626

Cooke, Ed (12)
Manager, Asheville Store-Door
Tyson/Tastybird/Holly Farms
570 Brevard Rd.
Building C
Asheville, NC 28806
(704) 255-8743

Cooley, Jerry (15)
Marketing Manager
Beatrice/Hunt Wesson, Inc.
1645 West Valencia Drive
Fullerton, CA 92633-3899
(714) 680-1128

Coombs, Bruce (17)
Manager, Military Admin.
Philip Morris U.S.A.
120 Park Avenue
New York, NY 10017
(212) 880-5000

Cooper, Joe (05)
Military Sales Manager
Leaf, Inc.
2355 Waukegan Road
Bannockburn, IL 60015
(708) 940-7500

Cooper, Gary (17)
Director of Marketing
Tetley, Inc.
100 Commerce Drive
Shelton, CT 06484
(203) 929-9200

Copeland, Jillis (06)
Area Manager
Philip Morris U.S.A.
AM Hugel 24
8501 Zirndorf-Weiherhof
Germany

Copenhaver, John W. (01)
Director of Sales
Riviana Foods Inc.
Box 2636
Houston, TX 77252
(713) 529-3251

Corbet, L. Richard (05)
Sr. V.P./Marketing
LaSalle Group, Inc.
1735 S. Big Bend Blvd.
St. Louis, MO 63117-2487
(314) 645-7778

Cord, Ted (16)
Eagle Snacks, Inc.
PO box 824
Annapolis, MD 21404
(800) 677-3396

Corkran, David (01)
Military Accounts Manager
Frito-Lay, Inc.
4848 Greatland
San Antonio, TX 78218
(512) 661-6711

Corrigan, Mike (24)
C. Lloyd Johnson Co., Inc.
3573 Del Sienno
Wichita, KS 67203
(316) 942-1574

Cortes, Steve (15)
Controller
American Fish & Seafood
550 Ceres Ave
Los Angeles, CA 90013
(213) 612-0350

Coss, Hal J. (15)
Vice President
Comet Rice Mills, Inc.
Suite 1800
10990 Wilshire Blvd.
Los Angeles, CA 90024
(213) 879-1480

Cossette, Joe L. (04)
Account Executive
C. Lloyd Johnson Co., Inc.
8031 Hampton Blvd.
Norfolk, VA 23505
(804) 423-2832

Costas, Ted (17)
Nat'l Mgr., Military Accounts
Philip Morris U.S.A.
120 Park Avenue
New York, NY 10017
(212) 880-3338

Costello, Jon (17)
Treasurer
Military FSI, Inc.
3816 Oak Orchard Road
Albion, NY 14411
(716) 589-5053

Costello, Gerri (23)
UMEX Company
818 Sylvan Ave.
Englewood Cliffs, NJ 07632
(201) 894-6349

Coster, Robert B. (17)
Director, Special Retail Prod.
Sunshine Biscuits, Inc.
100 Woodbridge Center Drive
Woodbridge, NJ 07095-1196
(201) 855-4024

Cotton, Earnest S. (18)
Dunham & Smith Agencies, Inc.
8260 E. Moonstone Dr.
Tucson, AZ 85715
(602) 749-0560

Cottrell, Comer (03)
Director of Sales
Pro-Line Corporation
2121 Panoramic Circle
Dallas, TX 75212
(214) 631-4247

Couch, Kim (03)
Office Manager
C. Lloyd Johnson Co., Inc.
12300 Ford Road #126
Dallas, TX 75234
(214) 243-8752

Coulson, Randy (04)
Regional Sales Manager
C. Lloyd Johnson Co., Inc.
Box B, Route 1010
Urbanna, VA 23175
(804) 758-2115

Courier, Jim (21)
Sr. V.P. Sales & Marketing
Lykes Pasco, Inc.
P.O. Box 97
Dade City, FL 34297-0097
(904) 567-5211
(800) 874-9061

Court, Larry (16)
Procter & Gamble Dist. Co.
232 Owensville Road
West River, MD 20778
(301) 261-5313

Couvillion, Ken P. (03)
V.P. Military Sales
Dr Pepper/7Up Companies
8144 Walnut Hill Lane
Dallas, TX 75231-4372
(214) 360-7798

Cowper, William H. (23)
USMC Ret.
25 Buxton Road
Cherry Hill, NJ 08003

Cox, Neil B. (01)
Western Military Sales Manager
Borden, Inc.
Suite 410
1020 NE Loop 410
San Antonio, TX 78209
(512) 829-7158

Coyne, Tom (05)
Broker Sales Manager
Tombstone Pizza Co.
101 Harlem Ave
Glenview, IL 60025
(708) 998-3907

Craft, Kay (05)
Assistant Credit Manager
Marion Merrell Dow, Inc.
10123 Alliance Road
Cincinnati, OH 45242
(513) 948-7903

Craig, Philip (06)
Area Manager/Sales Milt. Euro.
Jim Beam Brands-Int'l Company
Wurzburger Strasse 21
6453 Selingenstadt
Germany

Craig, Robert (06)
Manager, Military Sales
Kraft USA
Hauptstrasse 185
6236 Eschborn
Germany

Cramblitt, Maxine (16)
McCormick & Company, Inc.
211 Schilling Circle
Hunt Valley, MD 21301
(301) 527-6296

Craybas, Larry (17)
Sales Director, CONUS
Kraft General Foods
250 North Street (S2-3)
White Plains, NY 10625
(914) 335-3152

Creilin, Steve (09)
Director
Aai/Danal
4 Warren Avenue
North Providence, RI 02911
(401) 231-3800

Crespo, Salvador E. (06)
Vice President
Offshore Marketing Associates
Zur Burg 13
6238 Hofheim-Wallau
Germany
011-49-6122-12057

Crilly, Tim (06)
Sales Manager
Racke International
Box 3540
6500 Mainz
Germany
06131/555 261

Crimmins, Ed (03)
President
C & C Distributors Inc.
Box 1796
Lawton, OK 73502
(405) 353-2000

Cripe, Roger D. (21)
MIS Director
Affiliated Of Florida, Inc.
P.O. Box 31667
Tampa, FL 33631-3667
(813) 248-5781

Crocker, Joseph (05)
Pillsbury Company
Mail Station 24B2
200 S. 6th Street
Minneapolis, MN 55402
(612) 330-8518

Crofoot, Howard (16)
Marketing Coordinator
Schmidt Baking Company
7801 Fitch Lane
Baltimore, MD 21236
(301) 668-8200

Cronin, Bitsy (16)
Executive Assistant
Armed Forces Marketing Council
1750 New York Ave., NW
Suite 340
Washington, DC 20006
(202) 783-8228

Cronin, Daniel J. (16)
President
Turn-Key Management, Inc.
4400 East West Hwy
#230
Bethesda, MD 20814
(301) 951-9544

Crosby, Bob (11)
Military Region Manager
All American Gourmet Company
22015 S.E. 35th Street
Issaquah, WA 98027
(206) 391-5053

Cross, David (01)
Commissary Region Manager
Eurpac Service Co., Inc.
7605 Forest Moon
San Antonio, TX 78233
(512) 656-9075

Cross, James M. (21)
VP, Sales
Isaly Klondike Company
5400 118th Avenue, North
Clearwater, FL 34620
(813) 572-7088

Cross, Jake (17)
Military Sales Admin. Manager
Kayser-Roth Military Division
210 Madison Ave #6FL
New York, NY 10016-3802
(212) 578-1297

Cross, Neal E. (03)
Worldwide Military Sales Mgr.
Polaroid Corporation
Suite 1620
222 W. Las Colinas Blvd.
Irving, TX 75039
(214) 401-4809

Crossman, Steve (15)
Sales Rep.
Nike, Inc.
25146 Cameno Mancho
Murrieta, CA 92362
(714) 677-9385

Crudge, Erica N. (10)
Creative Military Sales, Inc.
8858 Gramercy Place, S.W.
Tacoma, WA 98498
(206) 582-7471

Crutchfield, Knox (12)
Territory Manager
Mennen Company
5013 N. Peachtree Road
Atlanta, GA 30338
(404) 457-8863

Cruz, Ester R. (25)
District Mgr.
L. J. Elkin, Inc.
#12 Avenue of America
Villa Angela
Philippines 2009
63 455 3237

Cruz, Myra F. (25)
Area Sales Representative
R. J. Reynolds Tobacco Int'l
Box 1096, Makti CCPO
Makati Metro MLH
Philippines1299

Culea, J.D. (05)
President
Northern Labs, Inc.
P.O. Box 850
Manitowoc, WI 54221-0850
(414) 684-7137

Cull, Lindsey (04)
National Sales Director
Pinkerton Tobacco Co.
Box 11588
Richmond, VA 23230
(804) 287-3293

Cumings, W. Bruce (05)
Nat'l Military Sales Mgr.
Borden, Inc.
180 East Broad St. BB-23
Columbus, OH 43215
(614) 225-4737

Cunningham, William J. (23)
Military Market Manager
AT&T
295 N. Maple Avenue
Room 5159D1
Basking Ridge, NJ 07920
(908) 221-7977

Currens, Neil (17)
Director, Military Sales & Mkt
L & F Products
Military Sales Division
50 Chestnut Ridge Road
Montvale, NJ 07645
(201) 307-6703

Currin, Archie L. (01)
Uncle Ben's, Inc.
Box 1752
Houston, TX 77251-1752
(713) 674-9484

Curry, Lynn (16)
Territory Manager
Kellogg Sales Company
10480 Little Patuxent Pkwy
Suite 380
Columbia, MD 21044
(301) 992-0965

Curtin, Frank (12)
Director of Military Sales
Kayser-Roth Military Division
2306 West Meadowville Road
Greensboro, NC 27407-7077
(919) 547-4791

Curtis, Ronald P (01)
Regional Mgr.
Webco USA, Inc.
3430 Wimbleton Circle
Cibolo, TX 78108
(512) 629-6802

Curylo, Fred (04)
Vice President, Admin.
Pamco Enterprises
Box 5585
Virginia Beach, VA 23455
(804) 460-0001

Custance, Robert (12)
Manager-Administration
Coca-Cola USA
Drawer 1734
Atlanta, GA 30301
(404) 676-4743

D

Dacier, Laurel (04)
Field Manager
Broudy-Kantor Co., Inc.
3501 E. Princess Anne Rd.
Norfolk, VA 23502
(804) 855-6081

Dalzotto, David A. (15)
Dunham & Smith Agencies, Inc.
9 Riviera
Coto de Caza, CA 92679
(714) 589-1399

Damveld, Gary (10)
Executive Vice President
Pabst Brewing Company
100 Shoreling Hwy.
Bldg. B, Suite 395
Mill Valley, CA 94941
(415) 332-0550

Daniel, Jon (03)
M. J. Daniel Company, Inc.
1000 Beltline Road
Carrollton, TX 75006-6212
(214) 245-3600

Daniel, Michael J. (03)
President
The M. J. Daniel Company, Inc.
1000 Beltline Road
Carrollton, TX 75006-6212
(214) 245-3600

Daniels, Kerry (10)
Sales Manager
Tony Ingoglia Salami & Cheese
3575 Reed Avenue
P.O. Box 1501
West Sacramento, CA 95605-1501
(916) 374-4019

Darrow, Jim (05)
Credit Manager
Sargento Cheese Company, Inc.
Box 350
Plymouth, WI 53073-0350
(414) 893-8484

Davidoff, Michael (01)
Vice President
Supreme Beef Processors, Inc.
5219 Second Ave
Dallas, TX 75210
(214) 428-1761

Davidson, Clyde (03)
National Account Manager
Gerber Products Company
Suite 911
100 N. Central Expressway
Richardson, TX 75080
(214) 231-3489

Davidson, K. (17)
Buyer
International Development Corp
41 Heisser Lane
Farmingdale, NY 11735
(516) 293-4008

Davidson, Doug (23)
Eastern Zone, Vice President
Orval Kent Food Company
164 Madison Street
E. Rutherford, NJ 07073
(201) 779-2090

Davie, Barbara (15)
Vice President
Worlds Of Curls, Inc.
1600 S. Anderson Ave.
Compton, CA 90220
(213) 609-2500

Davie, Frank (15)
President, C.E.O.
Worlds Of Curls, Inc.
1600 S. Anderson Ave.
Compton, CA 90220
(213) 609-2500

Davies, Ray (10)
Nestle Food Company
Box 1664
Lafayette, CA 94549-1664

Davio, Bruce (13)
Director of Customer Service
Lewis Bear Company
Box 17209
Pensacola, FL 32522
(904) 438-9651

Davis, Clarence B. (04)
7612 North Pinehill Drive
Richmond, VA 23228

Davis, Fred S. (12)
Deputy Manager-Military Sales
Borden, Inc.
P.O. Box 71357
Charleston, SC 29419
(803) 767-8504

Davis, Bill (04)
Account Executive
C. Lloyd Johnson Co., Inc.
8031 Hampton Blvd.
Norfolk, VA 23505
(804) 423-2832

Davis, Gregory H. (11)
No. Region Mgr.
H. J. Heinz Special Markets
7 Millcreek Manor
Lewes, DE 19958

Davis, Michael C. (12)
Key Accts/Spec. Mktg. Mgr.
Lane Limited
2280 Mountain Ind. Blvd.
Tucker, GA 30084
(404) 934-8540

Davis, Ross (10)
Territory Mgr.
Overseas Service Corporation
143 Berry Creek Dr.
Folsom, CA 95630
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Davis, Harold (04)
Area Manager
Philip Morris U.S.A.
1204 Copper Stone Court
Chesapeake, VA 23320-8235

Davis, Natalie (15)
Field Marketing Manager
R. J. Reynolds Tobacco Co.
616 S. El Comino Road
San Clemente, CA 92672
(714) 361-7680

Davis, Jim (01)
President
Sweeney and Company
2330 Roosevelt
San Antonio, TX 78210
(512) 533-1281

Davis, Carol (03)
Vice President
ValuVisions
Rt. 2
Box 618
Denton, TX 76201
(817) 387-7410

Davis, Bill (09)
Vice President
Wetterau Incorporated
1 Parade Place
Andover, MA 01810
(617) 470-0100

Dawson, Wallace T. (13)
Regional Manager S. E.
Milbrands, Inc.
2855 Stefani Road
Cantonment, FL 32533
(904) 478-1200

Dawson, J. Darren (03)
Military Acct. Representative
United States Tobacco
Sales and Marketing Co., Inc.
1326 Bogaro Lane
Lewisville, TX 75067-7639

Day, Jerry (04)
President
Pamco Enterprises
Box 5585
Virginia Beach, VA 23455
(804) 460-0001

Day, Richard (03)
Owner/President
Rampart Marketing, Midwest
P.O. Box 10792
Midwest City, OK 73140
(405) 769-6412

Day, Lawrence (03)
Zone Manager
Rampart Marketing, Midwest
P.O. Box 123473
Ft. Worth, TX 76121
(817) 731-7575

de Arcos, Julio (21)
Sales Manager-US Military
Bacardi Imports
2100 Biscayne Blvd.
Miami, FL 33137
(305) 573-8511

De Jose, Thomas G. (09)
Director of Special Markets
Welch Foods, Inc.
100 Main Street
Concord, MA 01742
(508) 371-1000

De Luca, Richard (03)
V.P. Exchange Operations
Milbrands, Inc.
16415 Addison Rd.
Suite 400
Dallas, TX 75248
(214) 931-2500
(49) 6196-25010

De Michele, Francesca (17)
William Bennett Associates
1 Depot Square
Park Ridge, NJ 07656
(201) 307-8805

Deakin, Sam (11)
Director of Administration
Carr-Gottstein Foods Co.
6411 A Street
Anchorage, AK 99518-1824
(907) 561-1944

Deal, Noah (04)
Sales Manager
Broudy-Kantor Co., Inc.
3501 E. Princess Anne Rd.
Norfolk, VA 23502
(804) 855-6081

DeBartolo, Gray (01)
Sales Manager
Highplains Mkting Serv., Inc.
Box 47803
San Antonio, TX 78265
(512) 656-0904

DeBoer, Dave (17)
Director
Heublein, Inc.
16 Munson
Box 388
Farmington, CT 06034-0388
(203) 678-6596

Dechamps, Lutz (06)
Director Military Sales Europe
Seagram Global Markets Group
Geheimrat Hummel Platz 4
6203 Hochheim Main
Germany

DeDakis, Kelly D. (05)
Ass't. Vice President
Discover Card Services, Inc.
2 South
2500 Lake Cook Road
Riverwoods, IL 60015
(708) 405-3261

Deemer, Dave (15)
L. J. Elkin, Inc.
13932 Robin Nest
Moreno, CA 92388
(714) 242-1152

del Castillo, Henry (03)
Sr. Account Executive
Mattel, Inc.
P.O. Box 58424
Dallas, TX 85258
(214) 748-8081

DeLonga, Robert P. (15)
Western Military Manager
Brown-Forman Beverage Company
2530 E. Cerritos Ave.
Anaheim, CA 92806
(714) 978-2355

Delventhal, Warren (23)
Military Sales Manager
Ekco Group, Inc.
69 North Locust St.
Lititz, PA 17543
(717) 626-2125

Demko, George (03)
Eurpac Service Co., Inc.
P.O. Box 167568
Suite 160 3001 Skyway Circle N
Irving, TX 75016-7568
(214) 257-1945

DeMoss, Robert S. (15)
V.P., Dir./Military Sales
St. Ives Laboratories, Inc/USA
Suite 100
151 York
Tustin, C
(714) 73
(714) 731-7237

Dempsey, John (17)
First Brands Corporation
Box 1911
Danbury, CT 06813-1911
(203) 731-2408

Denecke, Robert (23)
Sales
Alder Food Distributors
8 Ogden Place
Parsippany, NJ 07054
(201) 263-4947

Denson, Richard E. (03)
Nat'l Sales Mgr.
Overseas Service Corporation
12700 Park Central Pl.
Suite 1409
Dallas, TX 75251
(214) 991-9390

Deppe, Bill (24)
Western Military Sales Mgr.
Hershey Pasta Group
1858 N. 93rd Court
Omaha, NE 68114-1204
(402) 453-1489

Derby, Frank (01)
Senior Vice President
L. J. Elkin, Inc.
16915 Turkey Point
San Antonio, TX 78232
(512) 494-1265

DeRose, Jim (12)
President
Hanes Underwear
Box 3019
Winston-Salem, NC 27102
(919) 744-8934

Desilets, Tom (16)
Account Executive
Webco USA, Inc.
901 N. Pitt Street
Alexandria, VA 22314
(703) 836-0414

Detomaso, Dave (05)
VP, Professional Div.
Alberto-Culver Company
2525 Armitage Avenue
Melrose Park, IL 60160
(312) 450-3032

Devany, E.A. (Ed) (05)
Sales Merchandising Mgr.
Procter & Gamble Dist. Co.
Box 599
Cincinnati, OH 45201
(513) 983-2835

Devlin, Mike (15)
Marketing Manager
Sabatasso Foods, Inc.
3400 S. Susan Street
Santa Ana, CA 92704
(714) 540-8671

Dewey, Paul T. (23)
Field Sales Manager
DEP Corporation
1664 Strubridge Dr.
Sewickley, PA 15143
(412) 367-7252

Dezelon, Michael (15)
V.P. Marketing
Mission Foods
10587 Bernabe Drive
San Diego, CA 92129
(619) 672-2728

Diaz, Ray (16)
Government Sales Supervisor
Lorillard
7912 Viola Street
Springfield, VA 22152

DiCarlo, Paul (15)
V.P.
Seaport Fish Company, Inc.
Box 1111
San Pedro, CA 90733
(213) 549-4992

DiCarlo, Leo A. (16)
Manager, Northeastern Division
Webco USA, Inc.
12006 Ridge Knoll Dr. #1
Fairfax, VA 22033
(703) 385-0029

Dickerson, Deborah J. ()
Director, Military Sales
Donald W. Dickerson, Inc.
P.O. Box 6-3600 El Dorado
Panama

Dickerson, Howard (16)
Vice President Special Markets
McCormick & Company, Inc.
McCormick/Schilling Center
211 Schilling Circle
Hunt Valley, MD 21031
(301) 527-6181

Dickey, John (05)
Dir.-National Sales Dev. Mgr.
Western Publishing Co., Inc.
1220 Mound Avenue
Racine, WI 53404
(414) 633-2431

Dickman, M. J. (Mike) (05)
General Mills, Inc.
P.O. Box 1113
Minneapolis, MN 55440
(612) 540-2061

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DiFilippo, Michael E. (09)
President
Emco Sales Company, Inc.
Woodbury Bldg.
Box 490
Hampton, NH 03842
(603) 926-8761

DiFilippo, Michael E. (17)
President
S. Schwartz Sales, Inc.
2500 Tarkington Ct.
Chesapeake, VA 23322
(804) 421-4861

DiFilippo, Nancy N. (04)
S. Schwartz Sales, Inc.
2500 Tarkington Ct.
Chesapeake, VA 23322
(804) 421-4861

Diggins, James F. (06)
Sales Development
S & K Sales Co.
Winterhauserstr 93
8700 Wurzburg
Germany
49-931-612520

Dillworth, John (05)
Director, Gov't Sales
Kellogg Sales Company
Box 3599
1 Kellogg Square
Battle Creek, MI 49016-3599
(616) 961-3981

Dinsmore, Howard L. (05)
Director, Trade Sales
Ross Laboratories
625 Cleveland Avenue
Columbus, OH 43216
(614) 842-6424

Disher, J.C. (16)
District Manager
Procter & Gamble Dist. Co.
5111 Leesburg Pike
#403
Falls Church, VA 22041-3206
(703) 284-7405

Ditzel, Gunther (15)
CEO
Service Deli, Inc.
9586 Distribution Ave
Suite N
San Diego, CA 92121
(619) 566-5121

Divito, Ralph (17)
V.P. Bakery Sales
Pepperidge Farm, Inc.
Box 5500
Norwalk, CT 06856
(203) 846-7000

Dixon, Laura (12)
President
Dixon Marketing, Inc.
501 Center Blvd.
Box 1618
Kinston, NC 28501-0618
(919) 522-2022

Dixon, Virgil (12)
Chairman of the Board
Dixon Marketing, Inc.
Box 1618
Kinston, NC 28501-0618
(919) 522-2022

Dixon, L. E. (Louis) (12)
General Mills, Inc.
2909 Fox Run Court
Mobile, AL 36695
(205) 660-0151

Dobbratz, Al (05)
Military Sales Manager
Presto Products Company
670 N. Perkins
Appleton, WI 54911
(414) 738-1218

Dobson, Bill (01)
National Acct. Sales Manager
Texaco Lubricants Company
P.O. Box 4427
Houston, TX 77210-4427
(713) 752-3134

Doherty, Thomas (05)
Dir. Export & Int'l Mil. Oper
Anheuser-Busch, Inc.
One Busch Place
St. Louis, MO 63118
(314) 577-2419

Doherty, Michael (11)
Export Business Development
John Labatt Foods
1500 Valley River Drive
P.O. Box 10925
Eugene, OR 97440
(503) 686-9600
ext. 782

Donathan, Ann (10)
Sales Admin. Manager
Tri/Valley Growers
Box 7114
San Francisco, CA 94120-7114
(415) 445-1909

Donigian, Phyllis (17)
Manager, Special Markets
Marcal Paper Mills, Inc.
One Market Street
Elmwood Park, NJ 07407
(201) 796-4000

Donnelly, John P. (05)
Broker Sales Manager - Central
Quaker Oats Company
Box 20628
Indianapolis, IN 46220
(317) 257-9024

Dooley, Frank (16)
Military Area Director
Sloan & Associates, P.C.
1761 Jamestown road
Williamsburg, VA 23185
(804) 220-1111

Dooney, Kevin P. (12)
Mott's U.S.A.
1770 Indian Trail Road
Suite 150
Norcross, GA 30093
(404) 381-7136

Doran, Bernard F. (09)
SFC US Army Ret.
34 Presidential Blvd.
Attleboro, MA 02703
(617) 222-4758

Dore, John B. (15)
President
Creative Military Sales, Inc.
Box 2217
Leucadia, CA 92024
(619) 944-6930

Dorn, Blain E. (13)
District Manager
Specialty Food Distributors
2901 Pine Harbor Road
Pell City, AL 35125
(205) 338-9447

Dorr, Lisa (03)
Com. Sales Coordinator
Eurpac Service Co., Inc.
P.O. Box 167568
Suite 160 3001 Skyway Circle N
Irving, TX 75016-7568
(214) 257-1945

Doster, Larry (12)
Account Manager
Planters Lifesavers Company
163 Craig Drive
Lawrenceville, GA 30245
(404) 729-3240

Dountz, Kenneth E. (05)
Vice Pres., Sales
J. M. Smucker Company
Strawberry Lane
Orrville, OH 44667-0280
(216) 682-0015

Dowdy, Nate (01)
Quality Control Manager
Supreme Beef Processors, Inc.
5219 Second Ave
Dallas, TX 75210
(214) 428-1761

Dowell, Thomas A. (21)
Military Area Manager
Nestle Food Company
103 Stevenage Ct.
Longwood, FL 32779
(407) 862-7318

Downey, Edward M. (16)
President
Military Lifestyle
4800 Montgomery Lane
Suite 700
Bethesda, MD 20814
(301) 718-7645

Downey, Lisa M. (16)
Marketing Services Manager
Military Lifestyle
4800 Montgomery Lane
Suite 700
Bethesda, MD 20814
(301) 718-7613

Downey, Loretta M. (16)
Co-Publisher
Military Lifestyle
4800 Montgomery Lane
Suite 700
Bethesda, MD 20814
(301) 718-7618

Downey, Robert S. (01)
Sterling Downey Sales Co. Inc.
4954 Space Center Drive
San Antonio, TX 78218
(512) 661-8266

Downey, Brent (01)
Sterling Downey Sales Co. Inc.
4954 Space Center Drive
San Antonio, TX 78218
(512) 661-8266

Downing, Mike (12)
Eastern Region Manager
Beatrice/Hunt Wesson, Inc.
4433 Cedar Glen
Stone Mountain, GA 30083
(404) 292-4700

Doyle, Robert (15)
Vice President, Ret/Milt. Sls.
International Multifoods
2030 Iowa Ave. #C
Riverside, CA 92672-2435
(714) 782-7800

Druse, David (12)
Manager, Military Sales
Curtice Burns Foods
Smoke Craft, Inc.
2374 Regal Court
Lawrenceville, GA 30245
(404) 963-6190

Dubin, Earl L. (06)
Dubin & Associates
Robert Stolz Strasse 112
6232 Bad Soden A.T.S.
Germany
011-49-06196-61317

Duchaine, George (09)
V.P., Purchasing
Winter Hill Frozen Foods
Box 1047
Westboro, MA 01581
(508) 366-9601

Dudgeon, Richard K. (05)
U.S. Postal Service
3251 Knollwood
Homewood, IL 60430-2707
(312) 886-3234

Duff, John (23)
M & M/Mars
9 Meadow Ridge Lane
Milford, CT 06776
(203) 355-4222

Duffield, Jim (03)
Corp. Dir. of Military Sales
Fleming Companies, Inc.
P.O. Box 26647
Oklahoma City, OK 73126
(405) 841-8336

Duke, Wendell (15)
Vice President
AGS Foods, Inc.
Box 828
Calimesa, CA 92320
(714) 795-8919

Dulin, Jim (12)
Sales Mgr., Military Markets
Georgia-Pacific Corporation
233 Peachtree Street
Atlanta, GA 30303
(404) 527-0040

Dumek, Dale J. (05)
Military Sales Manager
J. M. Smucker Company
Strawberry Lane
Orrville, OH 44667-0280
(216) 682-3000

Dunbar, W. Brian (16)
Eastern Regional Sales Manager
Off Duty Publications
301 N. Beauregard
#1114
Alexandria, VA 22312
(703) 658-3515

Duncan, Wayne L. (04)
V.P. Operations
Military Distributors of VA
P.O. Box 29
Norfolk, VA 23501
(804) 855-0114

Duncan, Ron (13)
Meat Director
Wetterau Incorporated
Higdon Grocery Co.
P.O. Box 1021
Quincy, FL 32351
(904) 875-2600

Dunfee, Bruce (14)
Kraft General Foods
5497 W. Hinsdale Place
Littleton, CO 80123
(303) 979-7836

Dunham, Richard (17)
Merchandising Manager
Scrivner, Inc.
6361 Thompson Rd.
Syracuse, NY 13221
(315) 437-7120

Dunlap, Linda (11)
Account Manager
Alaska Traffic Consultants
2214 4th Ave. S.
Seattle, WA 98134
(206) 682-2817

Dunnill, Mary (15)
Area Manager
Philip Morris U.S.A.
1357 Fallen Leaf Avenue
Ventura, CA 93003
(805) 647-5508

Dunsmoor, David (25)
Guam Area Manager
HI-PAC, Ltd.
P.O. Box 8589
Guam 96931
011-671-632-9136

Dunsmore, Rick (17)
Director of Gov't Sales
Thomas J. Lipton, Inc.
800 Sylvan Avenue
Englewood Cliffs, NJ 07632
(201) 567-8000

Dupper, Bob (23)
District Manager
Dixon Marketing, Inc.
Box 1618
Kinston, NC 28501
(800) 334-5756

Dussik, Robert K. (05)
Export Sales Manager
Pillsbury Company
Pillsbury Center, M.S. 1670
Minneapolis, MN 55402
(612) 330-4215

Dwortzan, Bernard (17)
Pulsar Time
1111 MacArthur Blvd.
Mahwah, NJ 07430
(201) 529-2400

Dycus, Bobby (03)
Commissary Account Executive
Eurpac Service Co., Inc.
P.O. Box 167568
Suite 160 3001 Skyway Circle N
Irving, TX 75016-7568
(214) 257-1945

E

Eagan, J.M. "Mitch" (24)
Dunham & Smith Agencies, Inc.
16201 W. 131st Terrace
Olathe, KS 66062-4233
(913) 829-6757

Eakin, John W. (21)
V.P. Commissary Div.
Sarvis, Inc.
6111 Gazebo Park Place N.
Jacksonville, FL 32257
(904) 292-9009

Eastman, Scott (16)
Promotional Manager
Military Lifestyle
4800 Montgomery Lane
Suite 700
Bethesda, MD 20814
(301) 718-7613

Eaton, Tim (01)
Account Sales Manager
Mother's Cake & Cookie Co.
1879 Hormel Drive
San Antonio, TX 78219-2306
(512) 661-0902

Eckert, Larry (05)
President
Bethel Eckert Enterprises Inc.
Box 152
Collinsville, IL 62234
(618) 345-1138

Eckert, Dave (23)
G & B Packing Company, Inc.
Box 1647
Harrisburg, PA 17105
(717) 232-1984

Eddowes, Fred C. (05)
Vice President
Special Market Strategies
336 Union Plaza
333 N. Washington Ave.
Minneapolis, MN 55401
(612) 349-2763

Edelstein, Brenda (04)
Account Executive
C. Lloyd Johnson Co., Inc.
8031 Hampton Blvd.
Norfolk, VA 23505
(804) 423-2832

Eder, Friedbert (06)
President
Eder Breweries, Inc.
P.O. Box 1220
D-8754 Gross-Ostheim
Germany
0049-6026-509110

Edgerton, Charles D. (23)
Military-Account Executive
Campbell Soup Company
107 Chelten Parkway
Cherry Hill, NJ 08034
(609) 667-3610

Edgerton, Jerry A. (16)
Vice President, Gov. Systems
MCI Telecommunications Corp.
1200 South Hayes Street
Arlington, VA 22202
(703) 903-1111

Edmonds, Derald (24)
Military Sales Manager
Fleming Companies, Inc.
4725 N.W. Highway 24
PO Box 298
Topeka, KS 66601
(913) 233-2105

Edwards, Margaret E. (05)
Military Sales
Eveready Battery Company, Inc.
3636 South Geyer Road, # 250
P.O. Box 8520
St. Louis, MO 63126-0520
(314) 821-3688

Edwards, Joe (03)
Luster Products Inc.
Edwards International
Box 567
Atoka, OK 74525-0567
(405) 889-2155

Edwards, William (03)
Vice President
Military Meat Specialist, Inc.
3345 Long Praire
Suite A & B
Flower Mound, TX 75028
(214) 539-8596

Edwards, Susan (03)
Office Manager
Military Meat Specialist, Inc.
3345 Long Praire
Suite A & B
Flower Mound, TX 75028
(214) 539-8596

Edwards, Harry (03)
President
Military Meat Specialist, Inc.
3345 Long Praire
Suite A & B
Flower Mound, TX 75028
(214) 539-8596

Efnor, Sam (11)
Div. Sales Mgr.
Weyerhaeuser Company
1100 E. 6600 S.
Salt Lake City, UT 84121
(801) 272-7925

Eggers, Andy (12)
Region Account Manager
Planters Lifesavers Company
1940 Hollywood Drive
Lawrenceville, GA 30244
(404) 339-9409

Ehrlich, Shirley (24)
Bitterman Button
2718 Industrial St.
P.O. Box 865
Junction City, KS 66441
(913) 238-4721

Ek, Eric (16)
Systems Engineer
IBM Corporation
10401 Fernwood Road
Office 28W
Bethesda, MD 20817

Elder, Kevin R. (23)
Regional Manager
Winter Hill Frozen Foods
Box 515
Alloway, NJ 08001
(609) 935-0233

Elias, Gene (06)
V.P. - European Division
Overseas Service Corporation
55, Varrentrappstrasse
6000 Frankfurt/Main 90
Germany
069/70 30 30

Eliassen, Kari (05)
Vice President
T-Chek Systems, Inc.
Corporate Payments Serv. Div.
8100 Mitchell Road
Eden Prairie, MN 55344
(612) 934-3413

Elkin Jr., Lauren N. (10)
Chairman of Board
L. J. Elkin, Inc.
Box 1908
Novato, CA 94948
(415) 897-9688

Elkin III, Lauren N. (10)
President
L. J. Elkin, Inc.
Box 1908
Novato, CA 94948
(415) 897-9688

Ellingson, Lou (05)
General Manager
T-Chek Systems, Inc.
Corporate Payments Serv. Div.
8100 Mitchell Road
Eden Prairie, MN 55344
(612) 934-3413

Ellis, Dave (15)
Borden, Inc.
625 City Dr. South
Suite 300
(714) 385-5746

Ellis, Joe (09)
Director Sales Administration
Gorton's of Gloucester
88 Rogers St.
Gloucester, MA 01930
(508) 283-3000

Ellis, Pete (12)
Region Manager
Sterling Drug, Inc.
Glenbrook Laboratories
6700 Lancer Drive
Charlotte, NC 28226
(704) 366-8035

Emerson, Chuck F. (06)
General Manager
Off Duty Publications
69 Eschersheimer Landstr.
D-6000 Frankfurt/Main 1
Germany
069-597-0091

Emmel, Patsy (06)
Region Manager, Europe
John K. Kealy Company
Friedenstrasse 5
D-6000 Frankfurt/M 1
Germany
069 232879

Eng, David L. (11)
Territory Manager
Kellogg Sales Company
110 - 110th Ave. NE
Suite 615
Bellevue, WA 98004-5840
(206) 451-1991

Engelhardt, Mark (05)
Geo. A. Hormel & Co.
Box 800
Austin, MN 55912
(507) 437-5443

Engle, Jack (12)
Manager, Military Sales
Hanes Underwear
Box 3019
Winston-Salem, NC 27102
(919) 744-4042

Engstrom, Nancy E. (18)
Account Mgr.
Nabisco Biscuit Company
3701 W. Cambridge
Phoenix, AZ 85009-1381
(602) 272-0958

Eppes, George W. (06)
Sales Manager
C. Forster GmbH
Martin Luther King Strasse 24
D-6450 Hanau/Main 1
Germany
(06181) 988-205

Erdman, Jim (01)
Plant Manager
Supreme Beef Processors, Inc.
5219 Second Ave
Dallas, TX 75210
(214) 428-1761

Erdmann, Marv (24)
President
Super Valu Stores (Bismarck)
P.O. Box 5506
Bismarck, ND 58502
(701) 222-5634

Erickson, Lannie (11)
Western Military Sales Mgr.
Georgia-Pacific Corporation
Suite 110
14450 NE 29th Place
Bellevue, WA 98007
(206) 869-9345

Erickson, H. Duane (24)
Dir. Market Devel.
Super Valu Stores (Bismarck)
Box 5506
Bismarck, ND 58502
(701) 222-5631

Erk, Tim (15)
Military Sales Manager
Armor All Products
6 Liberty
Aliso Viejo, CA 92656
(714) 362-0600

Ernest, Billie Jean (16)
District Manager
C. Lloyd Johnson Co., Inc.
287 Riverdale Rd.
Severna Park, MD 21146
(301) 544-5459

Esparza, Chris (18)
District Manager
Dixon Marketing, Inc.
207 N. MacDonald
Mesa, AZ 85201
(602) 890-0628

Esser, Richard (23)
Vice President, Sales
Knouse Foods, Inc.
Peach Glen, PA 17306-1199
(717) 677-8181

Eustice, John (16)
Program Director
Native American Consult., Inc.
725 Second Street, N.E.
Washington, DC 20002
(202) 547-0576

Evans, Richard (07)
Military Sales Mgr.
Fleming Companies, Inc.
91-315 Hanua Street
Ewa Beach, HI 96707
(808) 602-7300

Evans, James L. (05)
Military Sales Manager
Wetterau Incorporated
4231 Clary Blvd.
Kansas City, MO 64042
(816) 861-5280

Ewing, John H. (15)
Director Sales & Marketing
Glen-Joe, Inc.
Box 3685
South El Monte, CA 91733
(818) 443-9477

F

Facciolo, Sam A. (05)
V.P. Business Development
Gibson Greeting Cards, Inc.
2100 Section Road
Cincinnati, OH 45237
(513) 841-6600

Faircloth, Edward C. (03)
District Manager
C. Lloyd Johnson Co., Inc.
6624 Levitt Drive
Fort Worth, TX 76148-2530
(817) 656-5465

Farah, James (10)
Director of Sales and Marketin
Laurel Burch, Inc.
410 Townsend St.
San Francisco, CA 94107
(415) 541-0400

Farley, Patrick (23)
Brigade Brands, Ltd.
1913 Atlantic Avenue
Manasquan, NJ 08736-9998
(908) 528-8010

Farley, Richard D. (03)
Sales Director
Northern Labs, Inc.
4015 Tave Ct.
Arlington, TX 76016
(817) 572-2375

Farnham, Jim (17)
Mobil Chemical Company
1169 Pittsford-Victor Road
Pittsford, NY 14534
(716) 248-5700

Farrell, Kathy (17)
William Bennett Associates
1 Depot Square
Park Ridge, NJ 07656
(201) 307-8805

Farrow, Mike (24)
Dir. Mktg. Specialty Channels
ConAgra Frozen Foods
Five Conagra Drive
Omaha, NE 68102
(402) 595-6421

Faust, Clint (01)
Territoral Manager
UMEX Company
Rt. #9
Box 244-M
Canyon, TX 78133
(512) 655-9402

Favazza, Stephen (16)
Vice President Sales
Schmidt Baking Company
7801 Fitch Lane
Baltimore, MD 21236
(301) 668-8200

Fay, Mark (17)
Director, Military Sales
Elizabeth Arden, Inc.
1345 Avenue of the Americas
New York, NY 10105
(212) 261-1158

Fearr, Gerald (08)
Territorial Manager
Overseas Service Corporation
P.O. Box 127 Koza
Okinawa City
Japan
81989361481

Feathers, John (12)
Military Sales Manager
Kal Kan Foods, Inc.
5077 Sumter Lane
Liburn, GA 30247
(404) 469-5732

Fecko, Scott (12)
S. C. Account Manager
Southern Military Sales, Inc.
202 E. Chippewa
Savannah, GA 31406
(912) 920-1203

Federroll, Donald J. (16)
Account Representative
Scott Paper Company
3905 National Dr.
Suite #28
Burtonsville, MD 20866-1100
(301) 880-3272

Fehily, Thomas F. (03)
Executive Vice President
Milbrands, Inc.
16415 Addison Rd. #400
Dallas, TX 75248-2463
(214) 931-2500

Fehmel, Douglas (06)
European Manager-Exchanges
C. Lloyd Johnson Co., Inc.
Poststrasse 34
6900 Heidelberg
Germany
011-0049-6221-27936

Feiber, Karl S. (14)
Sales Representative
Kraft USA
11 Inverness Way
Englewood, CO 80112
(303) 649-9630

Feist, Dawn K. (03)
Account Executive
Phil Singer Associates, Inc.
The Singer Group
P.O. Box 58399
Dallas, TX 75258-0399
(214) 939-9800

Ferguson, Robert J. (17)
Nat'l Manager, Military Sales
Fuji Photo Film U.S.A., Inc.
800 Central Blvd.
Carlstadt, NJ 07072
(201) 507-2542

Ferko, Dick (04)
Director/Marketing
C. Lloyd Johnson Co., Inc.
8031 Hampton Blvd.
Norfolk, VA 23505
(804) 423-2832

Fernandez, Del (18)
Vice President
Rampart Marketing, Inc.
5408 E. Sandra Terrace
Scottsdale, AZ 85254
(602) 992-8317

Fernandez, Jean (18)
Vice President
Rampart Marketing, Inc.
5408 E. Sandra Terrace
Scottsdale, AZ 85254
(602) 992-8317

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San Diego, CA 92121
(619) 566-5121

Ficara, Pat (17)
Art Director
Lander Company, Inc.
P.O. Box 9610
106 Grand Avenue
Englewood, NJ 07631
(800) 631-1674

Fiegenschue, Joel G. (01)
Manager of Military Sales
Isaly Klondike Company
1619 Wolf Crest
San Antonio, TX 78248
(512) 366-8855

Field, Rick (05)
Director of Sales
DowBrands Personal Care Div.
9550 Zionsville Rd.
Indianapolis, IN 46268
(317) 873-7516

Fields, Mitch (21)
Sales Rep.
Nike, Inc.
8605 S.W. Creekside Place
Beaverton, OR 97005
(503) 682-6453

Fields, Jim (13)
Director of Procurement
Wetterau Incorporated
Higdon Grocery Co.
PO Box 32351
Quincy, FL 32351
(904) 875-2600

Filing, Ray (17)
Director Military Sales
Cosmair, Inc.
L'Oreal Cosmetics
148 East Miller Ave.
Akron, OH 44301
(216) 762-1418

Finelli, Jim (23)
Nat'l Business Mgr - Military
M & M/Mars
800 High Street
Hackettstown, NJ 07840
(908) 850-2616

Finley, Gene (23)
Military Account Executive
Nestle Food Company
880 Bridle Lane
Warrington, PA 18976
(215) 343-9261

Finney, Joseph R. (12)
Broker Sales Mgr. - Military
Quaker Oats Company
225 Graves Road
Fayetteville, GA 30214
(404) 460-1742

Fischer, E.L. (11)
President
Budmar, Inc.
P.O. Box 3068
Federal Way, WA 98063
(206) 946-5143

Fischer, Glenn (19)
Director of Grocery Procur.
Wetterau Incorporated
8920 Pershall Road
Hazelwood, MO 63042
(314) 524-5000

Fisher, Sandra (19)
Military Cordinator
Rand's, Inc.
P.O. Box 630
Little Rock, AR 72203
(501) 376-3881

Fisher, William (10)
S & C Distributors, Inc.
P. O. Box 2086
Livermore, CA 94550
(415) 455-6472

Fishkin, Jerome (23)
Waverly Group, Inc.
Box 737
Bradford, PA 16701
(814) 362-3501

Fishkin, Jack (16)
Waverly Group, Inc.
Apt 401
527 North Boardwalk
Rehobeth Beach, DE 19971
(301) 231-0759
800-458-2385

Fishkin, Joanne J. (23)
Vice President
Waverly Group, Inc.
19 Pine Street
Bradford, PA 16701
(814) 362-3501

Fishman, David (03)
Sales Manager, VP
John K. Kealy Company
8402 Sterling Street
Irving, TX 75063
(214) 929-1507

Fitzmorris, Charles C. (05)
Chief Executive Officer
Worldwide Chain Store Sys. Inc
111 East Wacker Drive
16th Floor
Chicago, IL 60601
(312) 616-3500

Fitzsimmons, Sue (15)
Creative Military Sales, Inc.
4617 Arizona Street
San Diego, CA 92116
(619) 944-6930

Flachman, Frank (15)
Domestic Sales Manager
Comet Rice Mills, Inc.
Suite 1800
10990 Wilshire Blvd.
Los Angeles, CA 90024
(213) 879-1480

Flanagan, Chris (03)
Field Manager Sales & Mktg.
Benckiser Consumer Products
5066 Tierney Ct.
N. Ft. Worth, TX 76112
(817) 451-1161

Fleckenstein, George (10)
Military Sales Representative
Ferrero USA
1103 Lord Nelson Lane
Foster City, CA 94404
(415) 573-9681

Fleenor, Paul (10)
John K. Kealy Company
8000 Capwell Drive
Oakland, CA 94621-2108
(415) 562-8136

Fleetwood, Doug (16)
Division Credit Manager
ConAgra Poultry
P.O. Box 340
Hurlock, MD 21643
(301) 943-4811

Fleming, Peter W. (09)
Chairman & CEO
Trans European Marketing, Inc.
Box 1267
Hampton, NH 03842
(603) 926-2362

Fleshman, Gary (11)
Military Sales Mgr.
Nike, Inc.
8605 S.W. Creekside Place
Beaverton, OR 97005
(503) 682-6453

Flock, Joe (05)
Director of Sales Services
Brown-Forman Beverage Company
850 Dixie Highway
Louisville, KY 40210
(502) 585-1100

Flurer, Lee (23)
Credit Manager
Reckitt & Colman, Inc.
974 Marcon Blvd.
Lehigh Valley, PA 18001
(215) 266-2747

Flynn, Jack (09)
President
Aai/Danal
4 Warren Avenue
North Providence, RI 02911
(401) 231-3800

Flynn, Georgeann (17)
Coordinator-Gov't Sales
Best Foods/Div. Of Cpc Int'l
Box 8000
International Plaza
Englewood Cliffs, NJ 07632
(201) 894-2574

Foehr, Paul (06)
Deputy Director Sales
Deutsche Sisi-Werke GmbH
Rudolf-Wild Strasse 4-6
6900 Heidelberg/Eppelheim
Germany
6221-799491

Fogel, Robert G. (17)
Senior Marketing Manager
UMEX Company
Greenwich Office Park
Bldg. No. 1, 51 Weaver Street
Greenwich, CT 06931
(203) 863-8726

Fogerty, J. Brayton (17)
Sr. V.P. Sales/Marketing
Brigade Brands, Ltd.
153 E. 61st Street
New York, NY 10021-8123
(212) 751-8250

Foley, Betty (17)
President
Ad Sales, Inc.
529 Fifth Ave.
18th Floor
New York, NY 10017
(212) 867-6705

Folkman, David (10)
President and CEO
Laurel Burch, Inc.
410 Townsend St.
San Francisco, CA 94107
(415) 541-0400

Ford, Jim (03)
Overseas Acct. Manager
Eurpac Service Co., Inc.
P.O. Box 167568
Suite 160 3001 Skyway Circle N
Irving, TX 75016-7568
(214) 257-1945

Ford, John (16)
Director, Gov't Relations
Kellogg Sales Company
Suite 200
2000 L St., N.W.
Washington, DC 20036
(202) 833-2443

Ford, Michael N. (17)
V.P. Military Sales
Seagram Global Markets Group
375 Park Avenue
New York, NY 10152
(212) 572-7520

Forino, Tony (14)
Area Manager
Milbrands, Inc.
1127 Yosemite
Colorado Springs, CO 80910
(719) 635-3301

Forness, Gary R. (05)
Manager, Special Markets
Upjohn Company
Consumer Products
7000 Portage Road, 9218-TB3-1
Kalamazoo, MI 49001
(616) 384-3080

Fortmeyer, Richard D. (05)
V.P. Military Sales & Mktg.
ConAgra Frozen Foods
Five Conagra Drive
Omaha, NE 68102
(402) 595-6421

Foster, Michele (19)
Division Credit Manager
ConAgra Poultry
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Nat'l Military Account Manager
Hallmark Cards, Inc.
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Mail Drop 211
Kansas City, MO 64108
(816) 274-7472

Foster, Eddie (05)
V.P. Sales
Stokely USA, Inc.
626 Wisconsin Ave
Oconomowoc, WI 53066
(414) 567-1731

Fountain, Jim (03)
Director, Military Sales
Shasta Beverages, Inc.
1104 Lombardi Dr.
Plano, TX 75023
(214) 424-9167

Fowler, Rhudy W. (15)
Military Sales Area Manager
Upjohn Company
2622 Bayside Walk
San Diego, CA 92109
(619) 276-9016

Fox, Ron (06)
Account Mgr.
American Greetings Corporation
Zeppelin Str. #10
8900 Augsburg
Germany

Fox, Bill (02)
Sales & Service, Japan
California Pacific Associates
25-50 Negishi-Kasodai
Naka-Ku 231
Japan

Fox, Don (15)
Monarch Crown Corp.
Suite 205
17195 Newhope
Fountain Valley, CA 92708
(714) 754-4594

Fox, Jerry R. (05)
Military Sales Manager
Swift-Eckrich, Inc.
2001 Butterfield Raod
Downers Grove, IL 60515-1049
(708) 512-1126

Frank, John T. (17)
National Sales Manager
Pepsi-Cola Company
Route 100
One Pepsi Way
Somers, NY 10589
(914) 767-7691

Frazier, Ed (15)
Supervisor, Military Accounts
Philip Morris U.S.A.
Suite 1100
300 N. Lake Avenue
Pasadena, CA 91101-4106
(818) 792-0202

Frederick, Roland W. (05)
Northeast Military Sales Mgr.
Miller Brewing Company
3939 West Highland Blvd.
Milwaukee, WI 53201-0482
(414) 931-3620

Fredette, George (09)
Kraft General Foods
148 Rocklawn Avenue
Attleboro, MA 02703
(508) 226-3417

Fredricksen, Flare (05)
Military Sales Manager
Land O' Lakes, Inc.
1012 Davenport Road, #7
Plymouth, WI 53073
(414) 894-2204

Freeman, D.L. (12)
Vice President Sales
Dixon Marketing, Inc.
Box 1618
Kinston, NC 28503-1618
(919) 522-2022

Freeman, Michael R. (15)
President & CEO
Glen-Joe, Inc.
Box 3695
South El Monte, CA 91733
(818) 443-9477

Freeman, Glenn H. (15)
Chairman of the Board
Glen-Joe, Inc.
Box 3695
South El Monte, CA 91733
(213) 283-0093

French, Larry (12)
Head Buyer
C. B. Ragland Company
2720 Eugenia Avenue
Nashville, TN 37211
(615) 259-4622

Frerman, Larry (05)
Director of Operations
Brown-Forman International Ltd
Box 1080
Louisville, KY 40201
(502) 585-1100

Frey, Ron (23)
Zone Manager/East
Warner-Lambert Company
28 Bayview Drive
Toms River, NJ 08753
(201) 255-9165

Frieary, Edward (13)
Vice Presdident of Merch.
Wetterau Incorporated
Higdon Grocery Co.
PO Box 32351
Quincy, FL 32351
(904) 875-2600

Friedman, Bob (16)
Regional Sales Manager
Military Lifestyle
4800 Montgomery Lane
Suite 700
Bethesda, MD 20814
(301) 718-7635

Fritzler, Gerald (11)
Dunham & Smith Agencies, Inc.
10918 Bridgeport Way SW
Tacoma, WA 98499
(808) 837-7388

Fry, Charles R. (10)
Sales Representative
C. Lloyd Johnson Co., Inc.
249 Larkspur Lane
Fairfield, CA 94533
(707) 425-7221

Fry, Teresa (12)
Mngr. Consumer Financial Serv.
Georgia-Pacific Corporation
233 Peachtree Street
Atlanta, GA 30303
(404) 527-0181

Frye, Charles H. (10)
Regional Military Sales Mgr.
Sunshine Biscuits, Inc.
1821 Devin Drive
Modesto, CA 95355
(209) 529-9729

Fucigna, Thomas F. (17)
Vice President
Pedone & Partners
909 Third Ave.
New York, NY 10022
(212) 319-2000

Fulmer, Robert (12)
V.P. Special Markets
Planters Lifesavers Company
P.O. Box 64
Winston-Salem, NC 27102-0064
(919) 741-5357

Funari, Pete (23)
Military Sales Mgr. Spec. Mkt.
Knouse Foods, Inc.
Peach Glen, PA 17306-1199
(717) 677-8181

Funke, Bill (15)
Sales Coordinator
International Multifoods
P.O. Box 2000
Spring Valley, CA 91979
(619) 588-1388

Furino, Tony (14)
District Manager
Milbrands, Inc.
1127 Yosemite
Colorado Springs, CO 80910
(719) 635-3301

Fusco, Tom (24)
Excel Corporation
151 N. Main
Box 2519
Wichita, KS 67201
(316) 291-2705

G

Gabel, Sharon (06)
Sales Rep
Levi Strauss & Co.
GroBer Seligenstadter
Grund 10-12
6056 Heusenstamm
Germany

Gadd, Ray (11)
General Manager
H. J. Heinz Special Markets
300 E. Mallard Drive
Suite 150
Boise, ID 83706
(208) 338-8830

Gaffney, Barry (15)
Pentel Of America, Ltd.
2805 Columbia Street
Torrance, CA 90509
(213) 320-3831

Gage, Charley (11)
Account Manager
Nabisco Biscuit Company
19032 62nd Ave S.
Kent, WA 98032-1128
(206) 243-5628

Gagnon, Suzan (08)
Commissary Account Manager
Lloyd & Heinz, Ltd.
P.O. Box 500
Japan
(81) 98932-9647

Gaillard, Ralph (12)
Director-Military Sales
R. J. Reynolds Tobacco Co.
401 North Main Street
Winston-Salem, NC 27102
(919) 741-2614

Galipeau, J. David (06)
Area Representative
R. J. Reynolds Tobacco Int'l
Bernerstrasse 107
6000 Frankfurt/Main 56
Germany
0695073636

Gallahue, Dorothy (05)
Sales Administrator
National Tobacco Company, L.P.
Box 32980
Louisville, KY 40232
(502) 774-9360

Gallops, Don (12)
Territory Manager
Kellogg Sales Company
6525 The Corners Parkway
Suite 305
Norcross, GA 30092
(404) 447-6685

Galloway, Peggy M. (12)
Special Markets Supervisor
Planters Lifesavers Company
P.O. Box 64/3B
Winston-Salem, NC 27106
(919) 741-1019

Galvan, Frank (10)
Vice President, Sales
L. J. Elkin, Inc.
2505 Saddleback Ct.
Santa Rosa, CA 95401-0805
(408) 847-4447

Gama, Al S. (15)
S. W. Region Manager
Overseas Service Corporation
3141 Fillmore Street
Riverside, CA 92503
(714) 687-4439

Ganey, Joseph P. (17)
Gen. Mngr.\Natl. Account Zone
Eastman Kodak Company
343 State Street
Rochester, NY 14650
(716) 724-4658

Garberg, R.P. (11)
Vice President/General Manager
Seattle Cold Storage
502 10th Ave North
Algona, WA 98001
(206) 833-7233

Garcia, Richard L. (05)
Dunham & Smith Agencies, Inc.
912 Camargo Drive
Ballwin, MO 63011
(314) 256-7467

Garcia, Phil (10)
Territory Manager
S & K Sales Co.
24 Dellwood Court
San Rafael, CA 94901
(415) 454-7935

Garcie, Jim (15)
21st Century Marketing
P.O. Box 192
Encinitas, CA 92024
(619) 242-4268

Gardias, John J. (10)
Director of Marketing
Rice Growers Assn. Of Calif.
Box 958
Sacramento, CA 95812-0958
(916) 371-6941

Gardner, Don (05)
V.P. Sales & Marketing
Master Lock Company
2600 North 32nd Street
Milwaukee, WI 53210
(414) 444-2800
ext. 138

Garilson, Clarence (12)
Reckitt & Colman, Inc.
2191 North Lake Pkwy. Bldg. 11
Tucker, GA 30084
(404) 934-1517

Garnett, Dick (24)
Sales Service
Fleming Companies, Inc.
Box 298
Topeka, KS 66601
(913) 233-4700

Garrity, Bob (16)
Military Sales Manager
B. Green & Company, Inc.
3601 Washington Blvd.
Baltimore, MD 21227
(301) 247-8300

Garvey, Terri Ann (01)
Account Man.-National Sales
Texaco Lubricants Company
P.O. Box 4427
Room 4390-B
Houston, TX 77210-4427
(713) 752-3054

Garvey, Jim (23)
V.P. Special Markets
Waterford Wedgwood USA
PO Box 1454
Wall, NJ 07719
(201) 919-2041

Garvin, Steve (12)
Sales Manager
Lovette Company, Inc.
P.O. Box 1510
North Wilkesboro, NC 28659
(919) 667-4171

Gase, Matt (05)
Overseas Military Sales
Continental Baking Company
Checkerboard Square 11 T
St. Louis, MO 63164
(314) 982-1327

Gase, Mathew (05)
Export Marketing Manager
Ralston Purina Company
Checkerboard Square 11T
St. Louis, MO 63164
(314) 982-1327

Gasso, Don G. (24)
Military Sales Rep.
National Beef Packing Company
115020 Quivera
Olathe, KS 66062

Gates, Donna Marie (17)
Sales Coordinator
Carter-Wallace, Inc.
1345 6th Avenue
New York, NY 10105
(212) 339-5000

Gates, Charles W. (01)
Military Sales Manager
Fleming Companies, Inc.
Box 33160
San Antonio, TX 78265-3160
(512) 662-4269

Gates, Frank (13)
Area Manager
Lewis Bear Company
Box 17209
Pensacola, FL 32522
(904) 438-9651

Gatrell, Barry (10)
Asst. Military Sales Mgr.
JFC International, Inc.
540 Forbes Boulevard
S. San Francisco, CA 94080
(415) 871-1660

Gatto, Lisa (05)
Worldwide Chain Store Sys. Inc
111 East Wacker Drive
16th Floor
Chicago, IL 60601
(312) 616-3500

Geierman, Raymond C. (15)
Executive Director
Prime Natural Health Labs, Inc
910 E. Sandhill Ave.
P.O. Box 5308
Carson, CA 90749
(213) 515-5774

Georgie, James M. (24)
Regional Manager
S & K Sales Co.
10436 Noland Road
Overland Park, KS 66215
(913) 492-7120

Gerding, Barbara (04)
District Manager
C. Lloyd Johnson Co., Inc.
8031 Hampton Blvd.
Norfolk, VA 23505
(804) 423-2832

Gerecke, Jim (05)
National Field Sales Manager
Land O' Lakes, Inc.
4001 Lexington Avenue North
Arden Hills, MN 55126-2998

Gerlach, Michael (17)
Seneca Foods Corporation
1162 Pittsford-Victor Road
Pittsford, NY 14534
(716) 383-4665

Gerland, Louis A. (12)
Account Manager-USN,USCG & VCS
Coca-Cola USA
P.O. Drawer 1734
Atlanta, GA 30301
(404) 676-8070

Gerle, Dave (18)
Director-Sales
Plumrose
5759 E. Spring Road
Scottsdale, AZ 85254
(602) 996-4122

Germain, Robert (06)
Senior Area Supervisor
Philip Morris U.S.A.
Bohmer Strasse 4
6000 Frankfurt/Main 1
Germany
0695976252

Gerrow, Irv. R. (01)
Dir. Mil. Sales and Operations
Campbell Taggart, Inc.
57 Port of Spain
Coronado, CA 92118
(619) 424-5563

Ghiloni, Peter (17)
Senior V.P., Marketing
Helme Tobacco Company
250 Harbor Drive
Stamford, CT 06902
(203) 327-6000

Gibbs, Bruce (03)
Commissary Account Manager
Eurpac Service Co., Inc.
Box 167568
Irving, TX 75015-7568
(214) 257-1945

Gibel, Art (12)
Vice President Sales
Hanes Underwear
Box 3019
Winston-Salem, NC 27102
(919) 744-8794

Gibson, Dennis R. (17)
President
Conus Maxi Saver
Suite 1510
347 Fifth Ave.
New York, NY 10016
(212) 684-7557

Gibson, William H. (01)
Key Account Manager
S & K Sales Co.
27218 Starry Mtn.
San Antonio, TX 78260
(512) 980-2748

Giggey, Robert (10)
Area Manager
Milbrands, Inc.
16904 Ehle Street
San Leandro, CA 94578
(415) 278-8384

Gillespie, Gene (03)
Director, National Accounts
Schenley Affiliated Brands Inc
Suite 600
12770 Merit Drive
Dallas, TX 75251
(214) 450-6562

Gillis, T. Patrick (11)
Vice President-Sales
Weyerhaeuser Company
Personal Care Products Div.
Tacoma, WA 98477
(206) 924-4304

Gilmore, George (17)
Northern Military Manager
Reckitt & Colman, Inc.
133 Craigmore Circle
Avon, CT 06001
(203) 673-0774

Giroux, Frank (05)
Military Sales Mgr. - Chicken
Hudson Foods, Inc.
9100 F. Street
Omaha, NE 68127
(402) 331-1533

Gittins, Ron (05)
Asst. V.P. Int'l Military Sls.
John Morrell & Company
Chiquita Center
250 East Fifth St.
Cincinnati, OH 45202
(513) 852-3568

Glaiyser, Heidie (11)
Marketing Manager
J.R. Simplot Company
Box 9386
Boise, ID 83707
(208) 384-8359

Glennie, Larry (17)
Director of Sales Operations
Philip Morris U.S.A.
120 Park Avenue
New York, NY 10017
(212) 880-2482

Glover, Ed (03)
Associate
American Vitamin Company
210 E. North Gate Drive
Irving, TX 75062
(214) 717-3808

Godbold, Fred (16)
General Manager
United Shell Fish Co., Inc.
P.O. Box 146
Grasonville, MD 21638
(301) 827-8171

Godfrey, Wayne (12)
National Account Manager
Hiram Walker - G & W Inc.
155 Emerald Lake Rd.
Columbia, SC 29209
(803) 776-0694

Goetz, George W. (06)
Dubin & Associates
Leif Strasse 25
8000 Munich 90
Germany

Goetz, Donald G. (14)
President
Highplains Mkting Serv., Inc.
P.O. Box 4397
Englewood, CO 80155-4397
(303) 796-8899

Goewert, Terrence J. (11)
Northwest Military Manager
Anheuser-Busch, Inc.
Suite 900
500 108th Ave. NE
Bellevue, WA 98004-5504
(206) 451-1074

Goff, Darrell (16)
M. Polaner, Inc.
7429 Marc Drive
Falls Church, VA 22042
(703) 560-4545

Gold, Frank (15)
Region Manager
Sterling Drug, Inc.
Glenbrook Laboratories
1952 Casablanca Court
Vista, CA 92083
(619) 727-9702

Goldman, Dan (04)
Tidewater Wholesale Grocery
Box 6236
Chesapeake, VA 23323
(804) 487-2586

Gollob, Leonard (07)
Joan M. Johnson Co.
41-770 Mahailua
Waimanalo, HI 96795
(808) 259-9675

Gomez, Frank F. (12)
Manager, Military Sales
DowBrands, Inc.
Household Production
P.O. Box 368
Greenville, SC 29602
(803) 967-5319

Gomory, Kim (15)
Area Manager
Eurpac Service Co., Inc.
11827 Mt. Wilson Ct.
Alta Loma, CA 91701
(714) 941-1185

Gonzales, Terry (10)
Military Sales Supervisor
Tony Ingoglia Salami & Cheese
3575 Reed Avenue
P.O. Box 1501
West Sacramento, CA 95605-1501
(916) 374-4019

Gonzalez, Gracie ()
Donald W. Dickerson, Inc.
P.O. Box 6-3600 El Dorado
Panama

Gonzalez, J. Neal (21)
Military Sales Manager
Singleton Seafood Company
Box 2819
Tampa, FL 33601
(813) 241-1565

Goodman, Shirley (16)
District Manager
Overseas Service Corporation
211 Bosun Cove
Stafford, VA 22554
(703) 659-5601

Gould, Dick (10)
W. Reg. Mil. Sls. Mgr.
Jim Beam Brands-Int'l Company
Suite 211
7172 Regional Street
Dublin, CA 94568
(800) 621-7785

Gradwohl, Bob (24)
Sales Manager-Military Sales
Armour Food Company
Nine ConAgra Drive
Omaha, NE 68102-5009
(402) 595-7480

Graef, James R. (05)
Manager, Military Sales Dept.
Quaker Oats Company
321 North Clarke St
Chicago, IL 60604
(312) 222-7429

Graham, Jeff (10)
Brown & Williamson Tobacco
One Annabel Lane - Bldg. A
Suite #215 Box 5077
San Ramon, CA 94583

Graham, Chuck (03)
Regional Mgr., Special Markets
McCormick & Company, Inc.
4005 Mendenhall Drive
Dallas, TX 75234
(214) 243-6637

Granberry, Lillian (12)
Veterans Medical Center
1310 24th Avenue S.
Nashville, TN 37212
(615) 327-5320

Grasso, C. Michael (15)
Military Manager - West
Whitehall Laboratories
2828 University Avenue
Suite #103-283
San Diego, CA 92104-2905
(619) 297-6675

Gray, Reese (06)
Manager Atlantic
Bose Corporation
Postfach 1125
6382 Friedrichdorf
Germany
011-114961-172710424

Gray, Ronald (05)
Regional Sales Manager
C. Lloyd Johnson Co., Inc.
964 Active Drive
St. Louis, MO 63146
(314) 434-1254

Gray, Gail (19)
Data Processing Manager
Rand's, Inc.
P.O. Box 630
Little Rock, AR 72203
(501) 376-3881

Greene, Ralph (21)
Area Manager
Philip Morris U.S.A.
297 Devonshire Lane
Orange Park, FL 32073-4243
(904) 272-8176

Greene, Sean E. (05)
Vice President, Sales
Quintessence, Inc.
980 North Michigan Ave.
Chicago, IL 60611-4590
(312) 951-2170

Greenhill, Henry (08)
Military Manager, Asia
R. J. Reynolds Tobacco Int'l
6/Fl, Sun Hung Kai Centre,
30 Harbour Road
Hong Kong
5-8319211

Greenlee, John (12)
Military Sales Manager
Tony's Pizza Service
555 Sailwind Drive
Roswell, GA 30076
(404) 992-4434

Greenwald, Murry (17)
President
Executive Business Media Inc.
825 Old Country Road
Westbury, NY 11590
(516) 334-3030

Greenwell, James L. (05)
Sales Manager
Consolidated Federal Dist.
P.O. Box 19707
Louisville, KY 40259
(502) 363-6052

Grier, Paul (14)
Area Manager
Francois L. Schwarz, Inc.
2930 Quincy Place
Colorado Springs, CO 80916
(719) 392-7527

Grigg, Walter (16)
Account Manager
Planters Lifesavers Company
1915 Shepherds Gate
Chesapeake, VA 23320
(804) 523-1503

Grimsey, Bob (11)
Director of Sales
Carr-Gottstein Foods Co.
6411 A Street
Anchorage, AK 99518-1824
(907) 561-1944

Grosse, Mike (03)
Director, Overseas Division
Eurpac Service Co., Inc.
P.O. Box 167568
Irving, TX 75038
(214) 257-1945

Grossman, Lawrence (17)
President
G & B Packing Company, Inc.
8 Hook Road
Bayonne, NJ 07002
(201) 339-1600

Grove, Silvia R. (17)
National Sales Manager
Nat'l Industries For The Blind
524 Hamburg Turnpike
Wayne, NJ 07474-0969
(201) 595-9200

Grow, Robert (09)
Director of Sales
Aai/Danal
4 Warren Avenue
North Providence, RI 02911
(401) 231-3800

Grubb, Edward B. (08)
Dunham & Smith Agencies, Inc.
P.O. Box 387
Okinawa City
Japan

Guiffre', Paul (16)
Broker Sales Manager - East
Quaker Oats Company
2404 Kaywood Lane
Silver Spring, MD 20904
(301) 552-2495

Guild, Hazel (06)
Exchange & Commissary News
Executive Business Media Inc.
Fursten Berger Str 2
6000 Frankfurt/Main West
Germany

Gulley, Marian (05)
Managing Editor
Military Retailing Directories
169 East Reynolds Road
Lexington, KY 40517
(606) 272-0421

Gulling, Matt (18)
Dir., Military Sales & Mktg.
Dial Corporation
Dial Tower
Dial Corporate Center
Phoenix, AZ 85077-1532
(602) 207-5165

Gustafson, Dave (05)
Asst. Nat'l Accts. Mgr.
NutraSweet Company
Box 900
1751 Lake Cook Road
Deerfield, IL 60015
(708) 940-9800

Gutierrer, Jose A. (01)
D. M.
C. Lloyd Johnson Co., Inc.
3302 Stone Cave
San Antonio, TX 78247
(512) 496-2392

H

Haberman, Pat (21)
Division Manager
Thompson Medical Company
222 Lakeview Ave
West Palm Beach, FL 33401-0112
(407) 820-9900

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Hack, Tom (21)
National Accounts Exec.
Goodmark Foods, Inc.
14348 Coral Reef Drive South
Jacksonville, FL 32224
(904) 223-0764

Haehn, Karl E. (06)
Brown-Forman International Ltd
Darmstaedter Strasse 92-94
6072 Dreieich/Sprendlingen
Germany
0610368721

Hagstrom, Dick (21)
Florida Account Manager
Southern Military Sales, Inc.
604 Carolyn Drive
Brandon, FL 33510-3506
(813) 626-9162

Haik, Joe (17)
V.P., Sales & Marketing
Executive Business Media Inc.
825 Old Country Road
Westbury, NY 11590
(516) 334-3030

Hajdu, John (05)
Credit Analyst
Master Lock Company
P.O. Box 10367
Milwaukee, WI 53210
(414) 449-3112

Hall, Les T. (12)
National Sales Training Mgr.
Bali Company
Box 5100
Winston-Salem, NC 27113
(919) 744-3725

Hall, Kay (15)
Francois L. Schwarz, Inc.
13314 Sun Flower Court
Morrno Valley, CA 92553
(714) 653-3991

Hall, Terry M. (05)
Int'l Marketing Manager
Miller Brewing Company
3939 West Highland Blvd.
Milwaukee, WI 53201-0482
(414) 931-2684

Hall, Orbin (14)
Trade Developement Manager
Pepsi-Cola Company
Lane Sales, Inc., D.B.A.
3605 North Stone Ave.
Colorado Springs, CO 80907
(719) 634-5566

Hall, Pauline H. (19)
District Mgr.
Sarvis, Inc.
4006 Baronne Street
Shreveport, LA 71109
(318) 686-4301

Halsted, Joe (13)
Military Sales Manager
Lykes Bros., Inc.
Box 6562
Gulf Breeze, FL 32561
(904) 932-0918

Hamilton, Colleen (06)
European Sales Manager
Brigade Brands, Ltd.
6 Duke Gate, 2 Acton Lane
Chiswick, London W4 5DX
England
011-44-81-994-9290

Hamilton, Rick (15)
Southern Marketing Director
Kal Kan Foods, Inc.
Box 58853
Vernon, CA 90058-0853
(213) 587-2727

Hammer, H.K. (06)
National Account Manager
Hiram Walker - G & W Inc.
649 Ann Street
Oceanside, CA 92056
(619) 757-1650

Hammerle, Robert A. (18)
USA Ret.
1040 North Cherry Drive
Mesa, AZ 85201
(602) 964-0646

Hamziuk, Jerry (12)
Mgr. Export Customer Service
Planters LifeSavers Company
1100 Reynolds Boulevard
Winston-Salem, NC 27102
(919) 741-2103

Hance, B.J. (Bill) (03)
District Manager
Procter & Gamble Dist. Co.
Suite 400
7540 LBJ Freeway
Dallas, TX 75251
(214) 851-0258

Hand, Bud (03)
Manager, Military Sales
Frito-Lay, Inc.
Box 660634
Dallas, TX 75266-0634
(214) 353-5493

Handen, David P. (07)
Commissary Sales Rep.
Eurpac Service Co., Inc.
Box 697
Pearl City, HI 96782
(808) 488-5266

Hanes, A. Patrick (16)
President
Native American Consult., Inc.
725 Second Street, N.E.
Washington, DC 20002
(202) 547-0576

Hanna, Stella (01)
Territory Sales Mgr.
Webco USA, Inc.
5006 Risada St.
San Antonio, TX 78233-5910
(512) 653-0236

Hansen, Bernice (18)
Sales Mgr.
Nabisco Biscuit Company
3701 W. Cambridge Avenue
Phoenix, AZ 85009-1381
(602) 272-2958

Hanson, Jim (09)
Military Sales Manager
Gorton's of Gloucester
88 Rogers St.
Gloucester, MA 01930
(508) 283-3000

Hanson, George D. (17)
Director, Military Sales
Nabisco Biscuit Company
100 DeForest Ave.
Box 1911
East Hanover, NJ 07936-1911
(201) 503-2384

Hardwick, Roy (01)
Western Div., Sales Mgr.
Overseas Service Corporation
P.O. Box 460103
San Antonio, TX 78246
(512) 493-2169

Hardwick, Jeff (21)
Account Manager
Planters Lifesavers Company
901 Smith Bay Dr.
Brandon, FL 33511
(813) 654-4678

Hargrett, Stephen R. (05)
Exec. Vice President
Discwasher, Inc.
4310 Transworld Rd.
Schiller Park, IL 60176
(312) 678-9600

Hargrove, John (04)
Mennen Company
2344 First Settlers Ave.
Virginia Beach, VA 23456
(804) 427-2050

Harjo, Kris (11)
Kraft General Foods
18215 40th Avenue West
Lynnwood, WA 98037
(206) 775-2594

Harmon, Glenn (15)
General Manager
CWO Distribution
1366 30th St.
San Diego, CA 92154
(619) 429-0578

Harmon, Richard W. (06)
Dunham & Smith Agencies, Gmbh
Johann-Schutte Str. 9
6800 Mannheim 31
Germany

Harper, Celeste L. (05)
Sales Representative
Military Retailing Directories
169 East Reynolds Road
Suite 204
Lexington, KY 40517
(606) 273-0486

Harrigan, Bud (06)
Region Manager, Europe
John K. Kealy Company
K.F. Promenade 26A
6380 Bad Homburg
Germany

Harris, Debbie C. (12)
General Manager, Gov. Sales
Impel Marketing Inc.
2510 Meridian Parkway
P.O. Box 14930
Research Triangle, NC 27709-4930
(919) 361-8211

Harris, Neal A. (05)
Director, Military Sales
Johnson Products Company, Inc.
8522 S. Lafayette Ave.
Chicago, IL 60620
(312) 483-4100

Harris, Jim (21)
V.P., Exchange Div.
Sarvis, Inc.
6111 Gazebo Park Place N.
Jacksonville, FL 32257
(904) 292-9009

Harris, Lee (21)
Nat'l Accounts Mgr.
Warner-Lambert Company
15708 Springmoss Ln.
Tampa, FL 33624
(813) 961-4992

Harrison, Dave (03)
President
CXC Marketing, Inc.
PO Box 742166
Dallas, TX 75374
(214) 690-4496

Harrison, Charles (12)
Manager of Military Sales
Liggett Group Inc.
300 North Duke St.
Durham, NC 27702
(919) 683-9244

Harrison, Gordon (10)
Territory Manager
S & K Sales Co.
2530 Moscano Way
Rancho Cordova, CA 95670
(916) 638-5860

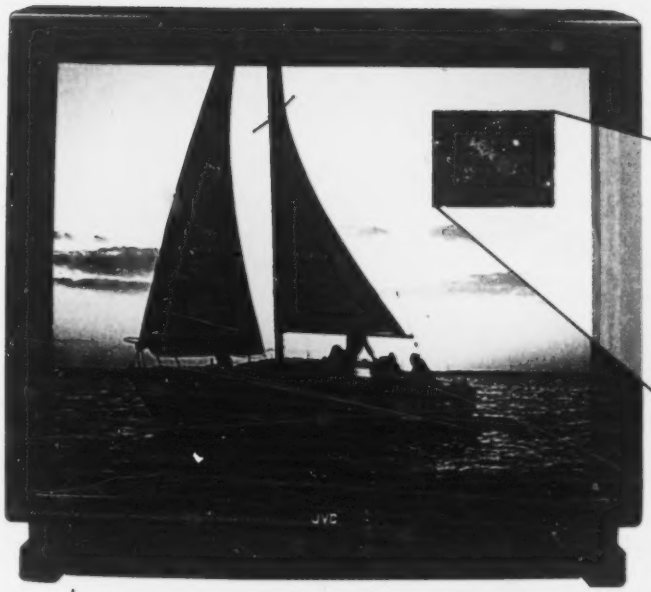
Hart, Bob (03)
President
Eurpac Service Co., Inc.
Box 167568
Irving, TX 75016-7568
(214) 257-1945

Hartley, Ralph (18)
Military Broker
Milbrands, Inc.
6477 Camino de Michael
Tucson, AZ 85718
(602) 297-2720

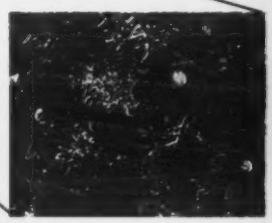
Hartnett, Ken (18)
Territory Manager
S & K Sales Co.
1815 N. King St.
Tuscon, AZ 85949
(602) 749-3852

Haselhorst, Don (05)
Dir. Commodity Sales & Mktg.
Hudson Foods, Inc.
P.O. Box 50190
Spingfield, MO 65806
(417) 837-1620

JVC Offers The Missing Link



Movable Color Picture In Picture



AV COMPU LINK
This sophisticated system goes beyond mere sight and sound to computerized data transfer. It ties certain JVC TVs, VCRs and audio components into an integrated audio/video system. For example, with the power of every component in the system turned off, you've only to insert a video tape into the VCR. This single action turns on the power of all Compu Link-equipped components, both TV and amp are set to the appropriate mode, the VCR is engaged in the Playback mode, and video playback begins—all automatically!

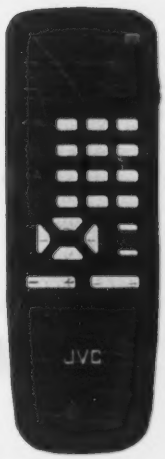
JVC Receiver RX-805

HRD 910 VCR

Master Command Ai AV2771
27" Color Stereo Monitor/Receiver

■ **Your Favorites (Ai)** analyzes your daily viewing habits during daytime and evening segments, and provides on-screen display and one-button access to your 3 favorite channels. ■ **Auto-Volume (Ai)** monitors your preferred volume settings 24 hours a day, and automatically adjusts the set to those levels. ■ **Category Preview** lets you program up to 25 of your favorite channels by category of entertainment. ■ **Picture-In-Picture** lets you monitor a second program in a movable inset screen.* ■ **Child Timer** turns set off automatically when it's time for children to go to bed. ■ **AV Compu Link** unifies JVC audio/video components into a totally interactive system. ■ **Display** provides all channel, time, and convenience feature settings at a glance. ■ **MTS/SAP Decoder and Stereo Amplifier** receive multi-channel stereo and second audio program transmissions. ■ **S-Video** input terminal provides full enhancement of Super VHS video signals. ■ **Matrix Surround Sound and Biphonic Sound** capability. ■ **180-Channel Frequency Synthesizer Tuner.** ■ **550 Line Horizontal Resolution.**** ■ **Audio/Video Input, Line Output, Variable Audio Output.** ■ **External Speaker Terminals** for main/surround speakers. ■ **Wide-Band Comb Filter** improves color, attains a high level of horizontal resolution. ■ **Video Noise Reduction Circuitry** reduces picture noise. ■ **Notch Filter** eliminates dot interferences. ■ 27" full-square, tinted picture tube.

*Must be used with a second video source **With Video Input



PRE-PROGRAMMED UNIVERSAL REMOTE
The AV-2771S, AV-2781S and AV-3171S feature a pre-programmed universal remote control that is so intelligent, it already knows how to communicate with most remote-controlled VCRs and cable TV boxes. Simply press a button to access the desired functions without having to program them first.

Hatfield, Mike (12)
Kraft General Foods
3325 Dretex Road
Montgomery, AL 36106
(205) 279-6691

Hauskins, Harlan (05)
Military Sales Manager-Turkey
Hudson Foods, Inc.
P.O. Box 50190
Spingfield, MO 65805
(417) 837-1620

Hawblitzel, Kris (05)
Nat'l Mgr. Military Sales
Bil Mar Foods, Inc.
2564 146th Ave.
Byron Center, MI 49315
(616) 875-8131

Hawley, Don (19)
Government Accounts
Super Market Merch. & Supply
3114 Washington Blvd.
St. Louis, MO 63103
(800) 333-7667

Haxel, Peter (06)
Distriktleiter
Herta Gmbh
Hilgestrasse 22
6501 Bodenheim
Germany

Hayes, Mike (12)
President
C. B. Ragland Company
2720 Eugenia Avenue
Nashville, TN 37211
(615) 259-4622

Hayes, Pat (04)
Account Executive
C. Lloyd Johnson Co., Inc.
8031 Hampton Blvd.
Norfolk, VA 23505
(804) 423-2832

Hazen, Joseph (03)
Supervisor, Military Accounts
Philip Morris U.S.A.
Suite 790
14785 Preston Road
Dallas, TX 75240-7873
(214) 490-1753

Heard, John (12)
Supervisor, Military Accounts
Philip Morris U.S.A.
Suite 1280
100 Crescent Centre Parkway
Tucker, GA 30084-7039
(404) 493-7543

Heath, Don (12)
Kraft General Foods
2530 Newcastle Road
Florence, SC 29501
(803) 662-6177

Heckler, Luke (12)
Area Manager
Philip Morris U.S.A.
730 Windwood Drive
Smyrna, TN 37167
(615) 731-8224

Hedlund, Earl C. (16)
3613 Sprucedale Drive
Annandale, VA 22003

Heggem, Ted (15)
Regional Manager
Milbrands, Inc.
31542 Railroad Canyon
Canyon Lake, CA 92380
(714) 679-5599

Hein, Jeff (10)
KNR Military Sales, Inc.
4045 Sunset Lane
Suite C
Shingle Springs, CA 95682
(916) 672-0200

Heller, Steve (12)
Credit Manager
Tom's Foods, Inc.
Box 60
Columbus, GA 31994
(404) 323-2721
ext. 595

Hemenway, Tom (15)
Military Sales Mgr. West Coast
Pillsbury Company
7171 Tangerine Place
Alta Loma, CA 91701
(714) 944-7791

Hemp, Erik (14)
Area Manager
Nestle Food Company
1703 E. Girard Pl
#1116
Englewood, CO 80110

Henderson, C.E. "Speck" (04)
13203 N. Enon Church Road
Chester, VA 23831-8100
(804) 751-2483

Henderson, John R. (03)
Nat'l Military Sales Mgr.
Heublein, Inc.
Suite 135
14755 Preston
Dallas, TX 75240
(214) 387-2893

Henderson, Robert E. (05)
Mgr., Military Sales Admin.
Quaker Oats Company
515 West Main
Barrington, IL 60010
(312) 382-5000

Henderson, Greg (12)
Director of Marketing
Super Valu Stores, Inc.
Box 105212
Atlanta, GA 30348
(404) 699-3680

Hendrickson, Ron (17)
Military Acct. Representative
United States Tobacco
Sales and Marketing Co., Inc.
100 West Putnam Ave.
Greenwich, CT 06830
(203) 661-1100

Henry, Jack (04)
Mohawk Marketing Corporation
149 Business Park Drive
Virginia Beach, VA 23462
(804) 499-8901

Henry, Ken (12)
Territory Manager
S & K Sales Co.
7779 Rosin Drive
Charleston, SC 29418
(803) 767-2231

Henson, B. G. (04)
Area Manager
Philip Morris U.S.A.
122 Brinkman Drive
Hampton, VA 23666
(804) 766-0770

Heppenheimer, Sandie (17)
V.P. International
Calvin Klein Cosmetics Corp.
725 Fifth Avenue, 20th Floor
New York, NY 10022
(212) 759-8888

Hernandez, Victor (05)
Coordinator-Military
Quaker Oats Company
321 North Clarke St
Chicago, IL 60604
(312) 222-7326

Herring, Jim (12)
Southeast Region Sales Manager
John Morrell & Company
901 Crabapple Court
Woodstock, GA 30188
(404) 434-9590

Herron, Sally (15)
Key Sales Rep.
Kraft USA
6950 Artesia Blvd.
Buena Park, CA 90620
(714) 521-0640

Hershey, Phil (03)
Director Military Sales
Riceland Foods, Inc.
2332 Convington Drive
Flower Mound, TX 75028
(214) 539-7228

Hertz, Hank W. (11)
Liggett Group Inc.
18133 N.E. 175th Place
Woodinville, WA 98072
(303) 841-8725

Hewlett, Virginia (08)
Exchanges Accounts Manager
Lloyd & Heinz, Ltd.
P.O. Box 500
Japan
(81) 98932-9647

Hicks, Jerry (08)
Territorial Manager
C. Lloyd Johnson Co., Inc.
1379-19 Nakadomari
Onna Son
Japan 904
81989645007

Hicks, Sharlet K. (03)
Director, Key Accounts
Samsonite Corporation
11200 East 45th Avenue
Denver, CO 80239
(303) 373-2000

Higgins, Greg (17)
Executive Business Media Inc.
825 Old Country Road
Westbury, NY 11590
(516) 334-3030

Higgins, Brenda (15)
Territory Manager
S & K Sales Co.
873 Sumac Place
Escondido, CA 92027
(619) 740-9250

Hildebrand, William H. (05)
Vice President
Dunham & Smith Agencies, Inc.
Suite 400
800 St. Louis Union Station
St. Louis, MO 63103

Hildebrand, Brad (16)
N.E. Region Manager
Dunham & Smith Agencies, Inc.
686 Paddle Wheel Lt West
Millersville, MD 21108
(301) 987-2470

Hill, Robert L. (16)
Commissary Region Manager
Eurpac Service Co., Inc.
203 Bay Cove
Stafford, VA 22554-2403
(703) 720-1634

Hill, Walter (05)
Director, National Accounts
Mead Johnson Nutritionals
2400 W. Lloyd Expressway
Evansville, IN 47721-0001
(812) 429-5818

Hill, John (12)
Nestle Food Company
1619-D Bridge Mill Dr.
Marietta, GA 30067

Hill, Chuck (15)
Territory Manager
UMEX Company
16225 Turtleback Rd.
San Diego, CA 92127
(619) 451-0985

Hillman, Eric H. (12)
President
Europa Sports Products, Inc.
635 Pressley Rd.
Suite N
Charlotte, NC 28217
(800) 447-4795

Hinden, Erica (08)
V. P. Sales & Administration
Loyal Trading Int'l Ltd.
401 Wah Cheong Building
No. 1 Glenealy
Hong Kong
521-6103

Hinea, Michael C. (06)
District Sales Manager
R. J. Reynolds Tobacco Int'l
Bernerstrasse 107
6000 Frankfurt/Main 56
Germany
0695073636

Hinkle, Nate (12)
SE Reg. Mil Sls. Mgr.
Jim Beam Brands-Int'l Company
Rt. 2/Box 190
Pink Hill, NC 28572
(919) 298-3339

Hinrichs, Mike (04)
V.P., Marketing
C. Lloyd Johnson Co., Inc.
8031 Hampton Blvd.
P.O. Box 9448
Norfolk, VA 23505
(804) 423-2832

Hinson, S. Harold (12)
Admin. Coordinator - USTF
R. J. Reynolds Tobacco Int'l
Box 2959
Winston-Salem, NC 27102
(919) 777-2234

Hinton, Charles (15)
Western Regional Manager
Dr Pepper/7up Companies
2036 Mustang Circle
LaVerne, CA 91750
(214) 360-7980

Hirth, Travis (06)
Area Supervisor
Philip Morris U.S.A.
Hanns Rupp Strasse 11
8711 Albertshofen
Germany
0932133424

Hitchcock, Matthew H. (17)
Vice President Sales
Revlon Government Sales, Inc.
625 Madison Ave.
New York, NY 10022
(212) 527-6560

Hoag, William E. (12)
Brigade Brands, Ltd.
4876 Duncan Wood Dr.
Duluth, GA 30136
(404) 446-3624

Hodge, Steve (12)
National Accounts Manager
Dixon Marketing, Inc.
Box 1618
Kinston, NC 28503-1618
(919) 522-2022

Hoehne, Siegfried (06)
President
C. Forster Gmbh
Martin Luther King Strasse 24
D-6450 Hanau/Main 1
Germany
(06181) 988-200

Hoelting, Marvin (15)
President
Distribution Plus Incorporated
601 Rockefeller Avenue
Ontario, CA 91761
(714) 986-0169

Hoerl, Gwen (14)
Sales Representative
C. Lloyd Johnson Co., Inc.
5922 S. Malta
Aurora, CO 80016
(303) 693-6622

Hoerr, Paul (15)
Territory Manager
Johnson & Johnson
11326 Hohokum Way
San Diego, CA 92127-3109

Hoffman, Tina (05)
Pricing Coordinator
KASCO Corp.
1569 Tower Grove Avenue
St. Louis, MO 63110
(800) 325-8940

Hoffman, Bob (16)
Military Sales Manager
Tremont Foods
703 Nursery Road
Linthicum Heights, MD 21090-1000
(301) 636-1400

Hogan, Frank J. (21)
President and CEO
Overseas Service Corporation
1100 Northpoint Parkway
West Palm Beach, FL 33407-1948
(407) 683-4090

Hogue, Ken (05)
Eagle Snacks, Inc.
12855 Flushing Meadow Dr.
St. Louis, MO 63131
(314) 966-7133

Hohman, John L. (04)
Executive Vice President
Webco USA, Inc.
901 N. Pitt Street
Alexandria, VA 22314
(703) 836-0414

Hokit, Ethan D. (14)
President
Front Range Distributors, Inc.
735 Valley Street
Colorado Springs, CO 80915-3790
(719) 574-2823

Holey, Lorie (24)
National Beef Packing Company
Box 978
Liberal, KS 67901
(316) 624-1851

Holland, Chuck (11)
Western Military Manager
Reckitt & Colman, Inc.
P.O. Box 614
Issaquah, WA 98027
(206) 486-6034

Hollenbeck, Craig (12)
Region Manager
Monarch Crown Corp.
Suite 3080
1800 Roswell Road
Marietta, GA 30062
(404) 578-0344

Holler, Henry (04)
V.P. Marketing & Sales
Wampler-Longacre Chicken, Inc.
Subsidiary of WLR Foods, Inc.
P. O. Box 275
Broadway, VA 22815
(703) 896-7000

Hollman, Syl (16)
Federal Sales Representative
United Parcel Service
Suite 301
316 Pennsylvania Ave., SE
Washington, DC 20003
(202) 675-4226

Holt, Lois (15)
Sales Manager of Operations
Kraft USA
2621 Barrington Court
Hayward, CA 94545
(415) 786-3811

Holton, Janice (11)
Chief Military Customer Svc.
J.R. Simplot Company
Box 9386
Boise, ID 83707
(208) 384-8366

Holtsclaw, E. C. (15)
Marion Merrell Dow, Inc.
9551 Rock Point Drive
Huntington Beach, CA 92646
(714) 968-2597

Holtz, Rich (01)
Monarch Crown Corp.
13750 U.S. Hwy 281 North
San Antonio, TX 78232
(512) 590-6618

Homans, Frederick W. (15)
Government Sales Manager
P. Leiner Nutritional Products
7366 Orangewood Avenue
Garden Grove, CA 92641
(714) 898-9936

Honeycutt, Conrad (23)
National Account Manager
Gelco Payment Systems, Inc.
301 Oxford Valley Road
101B
Yardley, PA 19067
(215) 493-4475

Hoover, John D. (03)
Military Sales Manager
Weyerhaeuser Company
Suite 650
5720 LBJ Freeway
Dallas, TX 75240
(214) 233-3818

Hopewell, Phillip A. (23)
Dir. of Customer Accounting
American Home Food Products
P.O. Box 148
25 Marr Street
Milton, PA 17847
(717) 742-9655

Hopkins, Gene M. (05)
Manager, Government Sales
Geo. A. Hormel & Co.
Box 800
Austin, MN 55912
(507) 437-5474

Hopkins, Jr., George (15)
Vice President
Creative Military Sales, Inc.
11025 Meadow Glen Way East
Escondido, CA 92026-7006
(619) 751-1657

Horschel, Bill (15)
Kraft General Foods
2613 La Golondrina Street
Carlsbad, CA 92009
(619) 931-1530

Horton, John (21)
Playtex, Inc.
Family Products Division
1861 N. Prairie Dunes Ct.
Oviedo, FL 32765
(407) 366-9486

Houchins, Gene (04)
Military Specialist
McCormick & Company, Inc.
1428 Lake Meade Drive
Suffolk, VA 23434
(804) 925-4611

Houck, E. G. (Ed) (10)
General Mills, Inc.
2510 Fern Leaf Lane
Martinez, CA 94553
(415) 228-9693

Houghton, Ken (10)
Kraft General Foods
4431 Durer Parkway
Sacramento, CA 95823
(916) 427-6258

Hourigan, Jim (03)
National Dir. Broker Sales
Schmid Labs
2204 Erwin Drive
Euless, TX 76039
(817) 267-9496

Houvinen, Glenn (13)
Territory Mgr.
S & K Sales Co.
3408 Dresden Drive
Montgomery, AL 36111
(205) 284-0102

Howard, Joseph S. (04)
405 Willow Oaks Blvd.
Hampton, VA 23669
(804) 851-4008

Howard, Dave (17)
Nestle Food Company
100 Manhattanville Road
Purchase, NY 10577
(914) 251-3240

Howard, Paul E. (03)
Waverly Group, Inc.
Suite 1204
400 S. Zang
Dallas, TX 75208
(214) 948-6404

Howell, Roy (07)
Sales Manager
C. Lloyd Johnson Co., Inc.
95-264 Kaopua Loop
Miliani Town, HI 96789
(808) 847-1191

Howell, Mickey (13)
Account Executive
Campbell Soup Company
PO Box 806
Millbrook, AL 36054
(205) 285-5487

Howell, Max (03)
Export Manager
Frito-Lay, Inc.
P.O. Box 660634
Dallas, TX 75266-0634
(214) 353-5500

Howell, B.S. (Buddy) (12)
Military Sales Manager
Hickory Specialties, Inc.
Box 1669
Brentwood, TN 37027
(800) 251-2076

Howell, Pete (18)
Director of Military Sales
Landmark Military Distribution
One N. 59th Avenue
Phoenix, AZ 85043
(602) 233-3296

Hubbard, Rick (05)
Sales Development Manager
A & W Beverages, Inc.
1320 Winghaven Street
Maumee, OH 43537
(419) 893-5606

Huebner, Bill (18)
V.P. - General Manager
Landmark Military Distribution
One N. 59th Avenue
Phoenix, AZ 85043
(602) 233-3296

Huehn, Jerry H. (06)
General Manager
C. Forster GmbH
Martin Luther King Strasse 24
D-6450 Hanau/Main 1
Germany
(06181) 988-200

Hughes, Dick (01)
President & Owner
Dick Hughes & Co., Inc.
100 Moss Drive
San Antonio, TX 78213
(512) 344-6880

Hughes, Susan (01)
Dick Hughes & Co., Inc.
100 Moss Drive
San Antonio, TX 78213
(512) 344-6880

Hughes, Janis (03)
Regional Mgr.
Seagram Global Markets Group
11245 Sir Winston #608
#608
San Antonio, TX 78216
(512) 525-8771

Hull, Dean (06)
Senior Area Representative
R. J. Reynolds Tobacco Int'l
Bernerstrasse 107
6000 Frankfurt/Main 56
Germany
0695073636

Humphrey, Mike (04)
Account Executive
C. Lloyd Johnson Co., Inc.
8031 Hampton Blvd.
Norfolk, VA 23505
(804) 423-2832

Humphries, Bud (01)
Nat'l Military Sales Rep.
Campbell Taggart, Inc.
Suite 235
8930 Four Winds Drive
San Antonio, TX 78239
(512) 646-6454

Hunt, Robert (15)
Sales Manager Operations
Kraft USA
6950 Artesia Blvd.
Buena Park, CA 90620
(714) 521-0640

Hunt, David (14)
Account Manager
Planters Lifesavers Company
1826 19th #34
Boulder, CO 80302
(303) 447-2113

Hushaw, Vince (16)
Area Manager
Philip Morris U.S.A.
4717 Ram's Horn Row
Ellicott City, MD 21043
(301) 997-5931

Hutchinson, Don (12)
Liggett Group Inc.
300 North Duke St.
Durham, NC 27702
(919) 683-9244

Hutchison, Richard D. (16)
V.P.-Sales Development
Wetterau Incorporated
PO Box 109
Williamsport, MD 21783
(301) 582-4990

Hutson, Ed (16)
Marketing Coordinator
Schmidt Baking Company
3009 Kaverton Road
Forrestville, MD 20747
(301) 420-2400

Hutton, Regan M. (17)
Vice President Sales
Gelco Payment Systems, Inc.
One Dock Street
Suite 206
Stamford, CT 06902
(612) 832-3557

Hybki, Bob (15)
Dir., Sales & Mktg., Military
Beatrice/Hunt Wesson, Inc.
1645 West Valencia Dr.
Mail Stop 126
Fullerton, CA 92633-3899
(714) 680-1695

Hyde, Patrick (10)
District Mgr.
C. Lloyd Johnson Co., Inc.
1463 Marchbanks #4
Walnut Creek, CA 94598
(415) 947-6735

I

Iacono, Vince (17)
Executive Business Media Inc.
825 Old Country Road
Westbury, NY 11590
(516) 334-3030

Iannelli, Carlo O. (09)
V.P., Sales & Marketing
Winter Hill Frozen Foods
Box 1047
Westboro, MA 01581
(508) 366-9601

Igoe, Philip J. (06)
DeCA Manager Europe
Milbrands, Inc.
Triftstrasse 11
D-6791 Gries
Germany
063732771

Iha, Michiko (08)
Territory Manager
Webco USA, Inc.
P.O. Box 462 Koza
Okinawa City
Japan-904
81-98936-1442

Ingoglia, Donald (10)
Assistant Secretary
Tony Ingoglia Salami & Cheese
3575 Reed Avenue
P.O. Box 1501
West Sacramento, CA 95605-1501
(916) 374-4019

Ingoglia, Anthony (10)
Junior President
Tony Ingoglia Salami & Cheese
3575 Reed Avenue
P.O. Box 1501
West Sacramento, CA 95605-1501
(916) 374-4019

Inman, Marvin (04)
Vice Pres. Commissary Div.
C. Lloyd Johnson Co., Inc.
8031 Hampton Blvd.
Norfolk, VA 23505
(804) 423-2832

Irvin, Bill (17)
James River Corporation
Box 6000, River Park
Norwalk, CT 06856-6000
(203) 854-2015

Irwin, George W. (21)
Director of Sales Planning
Francois L. Schwarz, Inc.
Box 9000
Palm Harbor, FL 34682-9000
(813) 789-2400

Isenberg, Chuck (05)
Eastern Region - Manager
KASCO Corp.
1569 Tower Grove Avenue
St. Louis, MO 63110
(800) 325-8940

Isler, Pat L. (13)
Administrator of Military Sls.
Lewis Bear Company
Box 17209
Pensacola, FL 32522
(904) 438-9651

Issleib, Lutz E. (10)
President & Chairman of Board
Pabst Brewing Company
100 Shoreling Hwy.
Bldg. B, Suite 395
Mill Valley, CA 94941
(415) 332-0550

Ito, Andrea (10)
Asst. Advertising Mgr.
Pacific Stars And Stripes
Unit 45002 Advert. Department
APO San Francisco, CA 96337-0007
81-3-3404-9447

Iverson, Catherine (15)
Jillson Distributors Inc.
Suite 100
9990 Empire St.
San Diego, CA 92126
(619) 566-8000

Ivey, Thomas C. (16)
Eastern Area Sales Manager
Thomas J. Lipton, Inc.
10405 Stone Ridge Lane
Vienna, VA 22180-1842
(703) 281-3013

Iwadare, Mick (15)
Director of Sales
Nissin Foods (USA) Co., Inc.
2001 W. Rosecrans Ave.
Gardena, CA 90249
(213) 321-6453

J

Jackson, Ches (13)
Bryan Foods Incorporated
8594 Cedar Farms Drive
Cordova, TN 38018
(901) 755-8008

Jackson, Lori (12)
Europa Sports Products, Inc.
2716 Olde Whitehall Road
Charlotte, NC 28217
(800) 447-4795

Jackson, Anthony (15)
Area Manager
Philip Morris U.S.A.
2516 Pine Avenue
Richmond, CA 98406
(714) 875-7026

Jackson, Jim (12)
Territory Manager
UMEX Company
1734 Swann St.
Fayetteville, NC 28303
(919) 488-4182

Jacob, Sheldon (17)
Vice President
S. Jacob & Sons
Div. Rolyn Inc.
133 N. Wood Ave.
Linden, NJ 07036
(908) 925-1819

Jacobs, Herbert J. (17)
Adv. Mgr, Mil. Market Mag.
Army Times Publishing Company
Suite 5902
153 E. 53rd St.
New York, NY 10022
(212) 753-1040

Jacobson, Darren (12)
Coca-Cola USA
P.O. Drawer 1734
Atlanta, GA 30313
(404) 676-8977

James, Douglas (23)
Nat'l Sales Mgr. Special Mkts.
Knouse Foods, Inc.
Peach Glen, PA 17306-1199
(717) 677-8181

James, Anthony (12)
Marketing Assistant
Planters Lifesavers Company
1100 Reynolds Boulevard
Winston-Salem, NC 27102
(919) 741-2445

James, Traci M. (12)
Private Label Sales Rep.
Savannah Foods & Indust., Inc.
PO Box 339
Savannah, GA 31402
(912) 234-1261

Janes, Richard (05)
Prime Team Services, Inc.
A TDM International Company
3150 Livernois, Suite 218
Troy, MI 48083
(313) 689-9674

Janke, Philip (24)
President
Bitterman Button
2718 Industrial St.
P.O. Box 865
Junction City, KS 66441
(913) 238-4721

Jannsen, David M. (03)
Vice President, Marketing
American Vitamin Company
Box 170185
Arlington, TX 76003
(817) 478-8192

Janover, Peter G. (23)
President
Bernan Foods, Inc.
30 Jabez
Newark, NJ 07105
(201) 589-0323

Janover, Howard (17)
V.P. - Military Sales
Bernan Foods, Inc.
211 E. 70th St.
Suite #20B
New York, NY 10021
(201) 589-0323

Janson, Louis (09)
S. Prawer & Company
150 Read Street
Box 1400
Portland, ME 04104
(207) 775-0223

Janusz, Terry (06)
Account Mgr.
American Greetings Corporation
P.O. Box 266
5th Sig. CMD.
APO New York, NY 09056

Jared, David J. (10)
V.P., General Manager
Coastal Pacific Food Distrib.
1505 Tillie Lewis Drive
Unit K
Stockton, CA 95206
(209) 465-0605

Jared, Jerry H. (04)
President
Military Distributors of VA
P.O. Box 29
Norfolk, VA 23501
(804) 855-0114

Jared, Edmond (12)
Military Trade Relations
Tyson/Tastybird/Holly Farms
588 Thompson Place
Gainesville, GA 30506
(404) 536-5363

Jayne, J. Chris (12)
Director of Military Sales
Borden, Inc.
c/o Wise Snacks
2840 Mt. Wilkinson Pkwy
Atlanta, GA 30339
(404) 433-3144

Jeans, Elizabeth A. (05)
Vice President
Dunham & Smith Agencies, Inc.
Suite 400
800 St. Louis Union Station
St. Louis, MO 63103
(314) 436-2155

Jenkins, Donald L. (10)
Sales Mgr.
Webco USA, Inc.
Det 53 AFCOMS/FCS
APO San Francisco, CA 96274

Jennings, Bill (03)
Military Sales Manager
Keebler Company
2951 No. Great Southwest Pkwy
Suite 500
Grand Prairie, TX 75050
(214) 336-0303

Jennings, Mike (16)
Vice President Sales/Marketing
Military Lifestyle
Suite 700
4800 Montgomery Lane
Bethesda, MD 20814
(301) 718-7600

Jens, Shelly A. (05)
Sales Development Coordinator
Northern Labs, Inc.
P.O. Box 850
Manitowoc, WI 54221-0850
(414) 684-7137

Jester, Albert R. (17)
National Sales Manager
Mott's U.S.A.
High Ridge Park
Box 3848
Stamford, CT 06905-0848
(203) 968-7878

Jillson, James K. (15)
President
Jillson Distributors Inc.
Suite 100
9990 Empire St.
San Diego, CA 92126
(619) 566-8000

Jimenez, Frank (15)
National Promotions Coord.
Nestle Food Company
800 N. Brand Blvd.
Glendale, CA 91203

Johnson, George H. (17)
Box 421
Lakeville, CT 06039
(203) 435-2668

Johnson, C. Lloyd (04)
Chairman
C. Lloyd Johnson Co., Inc.
8031 Hampton Blvd.
Box 9448
Norfolk, VA 23505
(804) 423-2832

Johnson, Lloyd (04)
President
C. Lloyd Johnson Co., Inc.
8031 Hampton Blvd.
Norfolk, VA 23505
(804) 423-2832

Johnson, David (06)
District Manager
C. Lloyd Johnson Co., Inc.
Satorius Strasse 6
8700 Wurzburg
Germany

Johnson, Nigel P. (17)
Administration Manager
Colgate-Palmolive Company
300 Park Avenue
New York, NY 10022
(212) 310-2936

Johnson, W. Darrow (12)
Mgr., Direct Sales
Goodmark Foods, Inc.
309 Cedarcrest Ct.
Raleigh, NC 27609
(919) 787-6988

Johnson, Joan M. (07)
Owner
Joan M. Johnson Co.
Box 10400
Honolulu, HI 96816
(808) 373-4533

Johnson, Joseph R. (10)
Johnson Bros. Distributors Inc
Box 610337
San Jose, CA 95161-0337
(408) 432-1220

Johnson, Lemaun (10)
Supervisor
Johnson Bros. Distributors Inc
Box 610337
San Jose, CA 95161-0337
(408) 432-1220

Johnson, Eric G. (05)
Chief Operating Officer
Johnson Products Company, Inc.
8522 S. Lafayette Ave.
Chicago, IL 60620
(312) 483-4100

Johnson, J. D. (12)
Region Manager
Nabisco Foods Company
Grocery Products Division
431 Keith Hills Drive
Lillington, NC 27546
(804) 270-3494

Johnson, Sandy (18)
Arizona Territory Manager
Overseas Service Corporation
6902 E. Calle Centuri
Tucson, AZ 85710
(602) 790-5030

Johnson, Annette (12)
Account Manager
Planters Lifesavers Company
RT. 4 Box 191-A
Darlington, SC 29352
(803) 393-8546

Johnson, Eddie (10)
S & C Distributors, Inc.
Box 2086
Livermore, CA 94550
(415) 455-6472

Johnson, Kurt (17)
Seneca Foods Corporation
1162 Pittsford-Victor Road
Pittsford, NY 14534
(716) 383-4665

Johnson, Richard L. (10)
Vice President, Sales
Shasta Beverages, Inc.
26901 Industrial Blvd.
Hayward, CA 94545
(415) 783-3200

Johnson, Ed (23)
Vice President - Sales
Skinner's Salted Nuts, Inc.
535 Route #17
Box 910
Ramsey, NJ 07465
(201) 327-3600

Johnson, Ted (12)
Director, Government Sales
VIP Sales Company, Inc.
1711 Bend Road
Clarksville, TN 37040
(615) 645-3400

Johnson, Stuart M. (15)
Zone Manager/West
Warner-Lambert Company
20647 Circulo Vista
Yerba Linda, CA 92686
(714) 772-9274

Johnsonn, Richard A. (23)
Director of Sales
Scrivner of Pennsylvania, Inc.
1100 North Sherman Street
P.O. Box 589
York, PA 17405
(717) 755-1976

Johnston, Donald S. (17)
Sr. Vice President, Sales
American Tobacco Company
6 Stamford Forum
Box 10380
Stamford, CT 06904-2380
(203) 325-4900

Johnston, Gary R. (05)
Territory Manager
Johnson & Johnson
210 John Street
Carmel, IN 46032
(317) 574-9562

Jolly, Olin L. (05)
Vice President
Ekco Group, Inc.
9234 W. Belmont Avenue
Franklin, IL 60131
(708) 678-8600

Jones, Randy (15)
AGS Foods, Inc.
Box 828
Calimesa, CA 92320
(714) 623-0719

Jones, Dudley R. (01)
Director, Special Markets
Coca-Cola Foods
Box 2079
Houston, TX 77252
(713) 888-5388

Jones, Bob (15)
District Sales Manager
Mother's Cake & Cookie Co.
6861 Convoy Court
San Diego, CA 92111
(619) 278-7661

Jones, Bert (12)
District Sales Manager
Specialty Brands, Inc.
2377 Lenora Church Road
Snellville, GA 30278
(404) 978-2431

Jones, Sue (14)
Assistant Military Manager
Super Valu Stores-Denver
Box 17449 TA
Denver, CO 80217
(303) 361-0326

Jones, Dennis (19)
Domestic Military Sales Mgr.
Tyson/Tastybird/Holly Farms
P.O. Box 2020
Springdale, AR 72765-2020
(800) 643-3410

Jones, LaVert W. (07)
Deputy Chief of Staff, Logist.
U.S. Army, Pacific
14 Palm Circle Drive
Fort Shafter, Hawaii
Honolulu, HI 96819
(808) 438-2265

Jornlin, Frank (16)
Gov't Products Mgr.
W.L. Gore & Assoc Inc.
Gore-Tex Fabrics Div.
297 Blue Ball Road - Box 1130
Elkton, MD 21922
(301) 392-3700

Jowers, Perry (05)
National Sales Mgr.
Carlisle Plastics, Inc.
Poly-Tech, American Western
1401 W. 94th Street
Minneapolis, MN 55431
(612) 884-7281

Joyce, Edward (23)
Sales Manager Military
Oral-B Laboratories
2 Winding Way
Belvidere, NJ 07823
(908) 475-4377

Juliana, James N. (16)
Coalition of Milt. Dist., Inc.
1899 L St., NW
Suite 500
Washington, DC 20036
(202) 659-0930

Juliano, Joseph (17)
Vice President Military Sales
Pepsi-Cola Company
1 Pepsi Way
Somers, NY 10589
(914) 767-6122

Just, Kenneth L. (12)
Vice President
Bali Company
Box 5100
Winston-Salem, NC 27113
(919) 744-4485

Justino, Lawrence J. (06)
Dep. Dir., Military Sales/Eur.
Eastman Kodak Company
21 Bitterstrasse
6900 Heidelberg
Germany

K

Kaas, Dick (11)
V.P. Operations
Alaska Traffic Consultants
2214 4th Ave. S.
Seattle, WA 98134
(206) 682-2817

Kahn, Ronda (17)
V.P., Sales Manager
Ad Sales, Inc.
529 Fifth Ave.
18th Floor
New York, NY 10017
(212) 867-6705

Kahn, Stan (05)
V.P. Sales
P. Leiner Nutritional Products
7055 Engle Road
Suite 3-302
Middleburg Hts., OH 44130
(216) 243-1990

Kalas, Deborah (15)
Worldwide AAFES Exchange Mngr
UMEX Company
1834 Cabernet Drive
Chula Vista, CA 91913
(619) 421-1818

Kalbach, Larry (19)
Gibson Greeting Cards, Inc.
Cleo, Inc.
4025 Viscount
Memphis, TN 38118
(901) 369-6300

Kaleel, Vincent (10)
Military Sales Manager
JFC International, Inc.
540 Forbes Boulevard
S. San Francisco, CA 94080
(415) 871-1660

Kalleres, Michael G. (21)
Business Development Consult.
Dunkin' Donuts, Incorporated
2828 N. University Drive
Coral Springs, FL 33065-1425
(305) 344-5700

Kaminer, Jerry (17)
Director Military Sales
Kayser-Roth Military Division
210 Madison Ave #6FL
New York, NY 10016-3802
(212) 578-1295

Kammeier, John O. (07)
President & C.E.O.
A. H. Hansen Sales, Ltd.
P.O. Box 19010
Honolulu, HI 96817
(808) 841-3315

Kamper, Pete (21)
Military Sales Manager
Sabatasso Foods, Inc.
83 Admirals Court
Palm Beach Garden, FL 33418-7191
(305) 530-8718

Kane, Byron (10)
C. Lloyd Johnson Co., Inc.
PSC #3
Box 15582
APO San Francisco, CA 96432

Kane, Steve (19)
Military Sales Manager
Schering-Plough Healthcare
3030 jackson Avenue
Memphis, TN 38151
(901) 320-2583

Kantor, Mike (04)
Vice President
Broudy-Kantor Co., Inc.
3501 E. Princess Anne Rd.
Norfolk, VA 23502
(804) 855-6081

Kappler, Jean Claude (17)
Nat'l Industries For The Blind
524 Hamburg Turnpike
Wayne, NJ 07474-0969
(201) 595-9200

Katnich, Joseph (15)
Pacific Mkt. Mgr.
M & M/Mars
28130 Ridgethorne Ct.
Rancho Palos Verd, CA 90274
(818) 880-4240

Katz, George L. (09)
President
Gekay Sales & Service Co., Inc
22 Deer Park Drive
E. Longmeadow, MA 01028
(413) 525-2700

Katz, Marc E. (09)
Vice President
Gekay Sales & Service Co., Inc
22 Deer Park Drive
E. Longmeadow, MA 01028
(413) 525-2700

Kazanski, Ted (17)
United States Tobacco
Sales and Marketing Co., Inc.
100 West Putnam Ave.
Greenwich, CT 06830
(203) 661-1100

Keagle, Charles R. (11)
Nestle Food Company
PO Box 2327
Gig Harbor, WA 98335
(206) 858-3865

Kealy, Michael J. (10)
President
John K. Kealy Company
8000 Capwell Drive
Oakland, CA 94621-2108
(415) 562-8136

Kealy, Patrick (11)
Sales Manager
John K. Kealy Company
835 10th Avenue
Edmonds, WA 98020
(206) 776-1371

Kearns, Ed (17)
Director, Military Sales
Panasonic Company
One Panasonic Way
Secaucus, NJ 07094
(201) 348-7658

Keating, Paul M. (09)
President
Alder Food Distributors
990 Washington St.
Suite 214S
Dedham, MA 02026-6790
(617) 320-9997

Keating, Paul M. (09)
Sales
Alder Food Distributors
32 Pequossette Street
Watertown, MA 02172
(617) 926-4313

Keegan, Kathy (16)
Military Sales Rep.
Tremont Foods
703 Nursery Road
Linthicum Heights, MD 21090-1000
(301) 636-1400

Keeler, Steve (18)
Account Manager
General Mills, Inc.
5618 S. Rocky Point
Tempe, AZ 85283
(602) 345-2755

Keenan, Stephen B. (11)
John Morrell & Company
3716 125th N.W.
Gig Harbor, WA 98335
(206) 851-5533

Keeton, Ray (03)
Vice President-Electronics
M. J. Daniel Company, Inc.
1000 Beltline Road
Carrollton, TX 75006-6212
(214) 245-3600

Kehoe, J. Andrew (12)
General Mgr., Mil. Sales/Mktg.
Schreiber Foods, Inc.
Cooper/American Heritage
200 Main St., Ste. 201
Hilton Head, SC 29926
(803) 681-5430

Keith, Lisa (23)
Vice President-Finance
Walsh Trading Company
11B South Gold Drive
Robbinsville, NJ 08691
(609) 587-7700

Kellam, Kenneth K. (03)
S & K Sales Co.
826 Teakwood Drive
Richardson, TX 75080
(214) 231-1865

Keller, Greg (16)
Area Military Sales Mgr.
Kraft General Foods
Suite 280
8521 Leesburg Pike
Vienna, VA 22182
(703) 448-2967

Kelley, Daniel (15)
V.P. Sales, West
ERLY Food Group
22546 Hickory Place
El Toro, CA 92630
(713) 872-7423

Kelley, Kirk A. (11)
Pacific Region Manager
Francois L. Schwarz, Inc.
10420 148th St. Ct. E
Puyallup, WA 98374

Kelley, Paul J. (11)
Exchange Sales Manager
Nat'l Industries For The Blind
Box 6046
Federal Way, WA 98003
(206) 833-5115

Kelley, Neil (09)
Area Manager Military
Nestle Food Company
P.O. Box 407
Uxbridge, MA 01569-0407

Kelley, Brian (16)
Sales Manager
Pepsi-Cola Company
1 Pepsi Place
Cheverly, MD 20781
(301) 322-7000

Kellogg, Peter (08)
Territorial Manager
Eurpac Service Co., Inc.
P.O. Box 304, Koza
Okinawa City
Japan 904
81-989-365190

Kelly, James P. (23)
Vice President
Goebel Special Markets
Div. of Goebel Art GmbH
Route 31 Box 12
Pennington, NJ 08534
(609) 737-6924
(09563) 92410

Kelly, Jack L. (21)
Territory Manager
Johnson & Johnson
608 Valley Forge North
Neptune Beach, FL 32266
(904) 246-4492

Kelly, Richard (15)
Kraft General Foods
12030 South 44th Street
Phoenix, AZ 85044
(602) 893-8201

Kelly, Erin P. (12)
Supervisor
Nestle Food Company
800 N. Brand Blvd.
Glendale, CA 91203
(818) 549-6808

Kelly, Molly T. (16)
Area Manager
Philip Morris U.S.A.
10008 Oakton Terr. Road
Oakton, VA 22142
(703) 255-2118

Kelly, Pat (16)
Account Manager
Planters Lifesavers Company
P.O. Box 441
Parkton, MD 21120
(301) 357-5135

Kemp, Kathleen (03)
Manager, Military Sales
Binney & Smith, Inc.
1100 Church Lane
P.O. Box 431
Easton, PA 18042
(215) 253-6272

Kempf, George E. (07)
7515 Kekaa Street
Honolulu, HI 96825

Kenan, Marvin R. (04)
Eastern Region Manager
Johnson & Johnson
802 Arlington Terrace
Hampton, VA 23666

Kendrick, Judi (16)
Sales Services Supervisor
B. Green & Company, Inc.
3601 Washington Boulevard
Baltimore, MD 21227
(301) 247-8300

Kennard, John B. (05)
Manager, Military Sales
Curtice Burns Meat Snacks, Inc
Comstock Michigan Fruit Div.
3144 Tinkersfield lane
Indianapolis, IN 46214
(317) 293-3779

Kennedy, Jennifer (16)
Marketing Representative
IBM Corporation
10401 Fernwood Road
Office 28W
Bethesda, MD 20817

Kennedy, Michael C. (11)
Military Sales Manager
R. J. Reynolds Tobacco Co.
1701 West Valley Highway N. #8
Auburn, WA 98001
(206) 939-7170

Kennedy, James (23)
Manager Systems & Programs
Revlon Government Sales, Inc.
2147 Rte 27
Edison, NJ 08818
(201) 287-7287

Kenny, Deanna M. (17)
Military Market Mgr.
AT&T
295 N. Maple Avenue
Room 5159D1
Basking Ridge, NJ 07920
(201) 221-6469

Keogh, Conde (09)
Military Acc't Representative
United States Tobacco
Sales and Marketing Co., Inc.
79 County Road
Ipswich, MA 01938
(617) 356-5905

Kerbs, Brent (05)
Ralston Purina Company
Checkerboard Square - 6T
St. Louis, MO 63164
(314) 982-3679

Kerl, Peggy (05)
Kraft General Foods
126 Kevin Drive
Zionsville, IN 46077
(317) 873-2568

Kerry, Philip (23)
Area Manager
Nestle Food Company
224 E. Oakbrooke Dr.
Birdsboro, PA 19508
(215) 856-1025

Keyser, Tom (11)
Manager
L. J. Elkin, Inc.
22212 NE 46th Street
Redmond, WA 98053

Kielty, Tom (10)
Territory Manager
Overseas Service Corporation
1709 Cosita Court
Santa Rosa, CA 95409-3903
(707) 539-6545

Kiely, Ray (11)
President
Vernell's Fine Candies
11959 Northup Way
Bellevue, WA 98005
(206) 455-8400

Killion, John F. (17)
Account Executive
George E. Abbott & Co., Inc.
92 West Main Street
Chester, CT 06412
(215) 674-1839

Kim, K. T. (08)
Asst. Pacific
Eurpac Service Co., Inc.
P.O. Box #73 Yongsan
Korea
82-32423-0135

Kinback, Peter (06)
Brand Manager
Racke International
Box 3540
6500 Mainz
Germany
06131/555 251

King, Cheryl (05)
Head Buyer
Consolidated Federal Dist.
P.O. Box 19707
Louisville, KY 40259
(502) 363-6052

King, Tim (12)
Director Military Sales
Wetterau Incorporated
P.O. Box 2941902
North Charleston, SC 29419-9002
(803) 797-6700

Kirchhoff, Steve (12)
Director of Sales/Western Reg.
Impel Marketing Inc.
2510 Meridian Parkway
P.O. Box 14930
Research Triangle, NC 27709-4930
(919) 361-8211

Kirchner, Dennis (09)
Marketing Manager
Welch Foods, Inc.
100 Main Street
Concord, MA 01742
(508) 371-1000

Kirkpatrick, Bob (23)
Region Manager
Tetley, Inc.
5 Northfield Avenue
Edison, NJ 08837
(908) 225-4050

Kitchens, Bo (18)
Regional Mgr., Special Markets
McCormick & Company, Inc.
17010 N. 49th Avenue
Glendale, AZ 85308
(602) 938-6101

Kitzman, Michael (06)
Area Representative
R. J. Reynolds Tobacco Int'l
Bernerstrasse 107
6000 Frankfurt/Main 56
Germany
0695073636

Kleiner, Steven E. (06)
Vice President
Trans European Marketing, Inc.
Roentgenstrasse 4
6078 Nue Isenberg
Germany
0610234098

Klyn, David R. (19)
Director of Military Sales
United Foods, Inc.
Box 119
Bells, TN 38006-0119
(901) 422-7600

Knapp, Diane (05)
Associate Manager
Kraft USA
Kraft Court, 3W
Glenview, IL 60025
(708) 998-2959

Knapp, George (15)
Area Manager
Philip Morris U.S.A.
P.O. Box 882232
San Diego, CA 92108

Knasel, Kevin (19)
Operations Manager
Super Market Merch. & Supply
3114 Washington Blvd.
St. Louis, MO 63103
(800) 333-7667

Knittel, Carl (23)
District Manager
Brown & Williamson Tobacco
20 Conventry Circle East
Kings Grant
Marlton, NJ 08053
(609) 596-3007

Knudsen, Martin (21)
Account Manager
Planters Lifesavers Company
5831 Groveline Dr.
Orlando, FL 32810
(407) 297-6067

Kocan, Jack (05)
Director, Military Sales
Hillshire Farm & Kahn's
3241 Spring Grove Avenue
Cincinnati, OH 45225
(513) 541-4000
(800) 543-8615

Koch, Stephen P. (17)
National Accounts Sales Mngr.
Duracell USA
Berkshire Industrial Park
Bldg. 5
Bethel, CT 06801
(203) 796-4151

Koch, Ed (10)
Assoc. Publisher
Family Magazine
Box 4993
Walnut Creek, CA 94596
(415) 284-9093

Koch, Phyllis (05)
Adm Asst, Field Marketing
Tony's Pizza Service
115 West College Drive
Marshall, MN 56258
(800) 533-5290
ext. 2550

Koch, Donald (16)
V.P. Commissaries Overseas
Webco USA, Inc.
901 N. Pitt Street
Alexandria, VA 22314
(703) 836-0414

Koengin, Judy D. (17)
Chief, Community Busi. Branch
HQ USAFE/DPSB (Ramstein AB,GE)
Bldg 525, Room 314
APO New York, NY 09094
0049-47-6736

Kolenberg, Kyran (16)
Kraft General Foods
4959 Chestnut Street
Shadyside, MD 20764
(301) 261-9228

Kolvenbach, Don (21)
President & CEO
Affiliated Of Florida, Inc.
P.O. Box 31667
Tampa, FL 33631-3667
(813) 248-5781

Kopper, Joseph J. (17)
Vice President, Sales
S & K Sales Co.
125 Greenwich Avenue
Greenwich, CT 06830-5594
(203) 869-7060

Korakas, John (21)
Military Manager
American Home Food Products
879 Fathom Road
North Palm Beach, FL 33408-3822
(407) 694-9247

Koza, Raymond L. (03)
V.P. Sales, East
ERLY Food Group
16825 Northchase
Suite 1600
Houston, TX 77060
(713) 872-7423

Kozlowski, Dorothy (23)
Sales Representive
Bisek and Company, Inc.
74 Edgewood Road
Dover, DE 19901
(302) 736-0893

Kraemer, Peter (06)
Dir., European Military Sales
Hallmark Cards, Inc.
Rheinstrasse 27 III
6100 Darmstadt
Germany

Krallis, Robert (12)
Sales Manager-National Accts.
Goodmark Foods, Inc.
C/O P.O. Box 18300
Raleigh, NC 27619
(919) 790-9940

Krause, Dave (11)
Manager, Pacific Operations
CXC Marketing, Inc.
14410 S.E. 79th Drive
Renton, WA 98059
(206) 228-1924

Kreymborg, Mark (05)
Regional Account Manager
American Greetings Corporation
10500 Americna Road
Cleveland, OH 44144
(415) 373-0113

Kroening, Robert (16)
Executive Dir. Military Sales
Eastman Kodak Company
3204 Titanic Drive
Stafford, VA 22554

Kroloff, George M. (16)
President
Kroloff, Marshall & Associates
1350 Connecticut Avenue, NW
Washington, DC 20036
(202) 429-8877

Kronik, Geoffrey B. (17)
National Sales Mgr.
Conus Maxi Saver
250 West 15th St. #3E
New York, NY 10011
(212) 627-0559

Krug, Richard J. (03)
Vice President, Marketing
Military Sales & Service Co.
5301 S. Westmoreland
Dallas, TX 75237
(214) 330-4621

Kubisiak, Karen (24)
Military Sales Coordinator
Super Valu Stores (Bismarck)
P.O. Box 5506
Bismarck, ND 58502
(701) 222-5630

Kuchem, Bill (05)
Gibson Greeting Cards, Inc.
2100 Section Road
Cincinnati, OH 45237
(513) 841-6600

Kula, Daniel F. (05)
Director, Government Sales
Mead Johnson Nutritionals
2400 W. Lloyd Expressway
Evansville, IN 47721-0001
(812) 429-7385

Kumler, Dave (06)
C. Lloyd Johnson Co., Inc.
Poststrasse 34
6900 Heidelberg
Germany
0622122799

Kunas, George (06)
European Manager
George E. Abbott & Co., Inc.
Friedenstrasse 151
D-6750 Kaiserslautern
Germany

Kuppich, Paul V. (05)
Military Sales Manager
Borden, Inc.
Borden Pasta Group
428 N. First St.
Minneapolis, MN 55401
(612) 333-4281

Kurtze, Clark (04)
Director, Special Markets
Reynolds Metals Company
6603 West Broad Street
Richmond, VA 23261
(804) 281-3298

Kushnerick, Mike (17)
Prom. & Merchandising Manager
American Home Food Products
685 Third Avenue
New York, NY 10017
(212) 878-6356

Kuske, Duane (05)
Product Manager
Sweetheart Cup Company, Inc.
7575 S. Kostner Avenue
Chicago, IL 60652
(312) 767-3300
ext. 2298

Kwiatkowski, Marie (07)
Exchange Territory Manager
Eurpac Service Co., Inc.
700 Keolu Drive
Kailua, HI 96734
(808) 262-4969

Kyle, J. Milton (15)
Eurpac West President
Eurpac Service Co., Inc.
Warehouse Sales Division
9586 Distribution Ave., #M&N
San Diego, CA 92121
(619) 566-7662

L

Labanowski, Charles (16)
President
Century Sales, Inc.
8084 Cryden Way
Forestville, MD 20747
(301) 568-9231

Lackey, Chad (11)
Area Manager
Philip Morris U.S.A.
19520 3rd Avenue South
Seattle, WA 98148
(206) 226-4316

LaConte, Gregory J. (05)
Director of Military Sales
Continental Baking Company
Checkerboard Square (5 CBC)
St. Louis, MO 63164
(314) 982-4796

LaCrosse, Debbie (11)
Military Sales Asst.
Tree Top Incorporated
Box 248
Selah, WA 98942-0248
(509) 697-7251

Lagor, William P. (03)
National Account Mgr.
Dr Pepper/7Up Companies
8144 Walnut Hill Lane
Dallas, TX 75231
(214) 360-7777

Lallande, J.G. (10)
Vice President, New Ventures
Rice Growers Assn. Of Calif.
Box 958
Sacramento, CA 95812-0958
(916) 371-6941

Lambert, Robert A. (12)
Regional Military Sales Mgr.
Sunshine Biscuits, Inc.
802 Catalpa Court
Jacksonville, FL 32259
(904) 287-2246

Lancaster, Robert M. (15)
Senior V.P. Sales & Marketing
DEP Corporation
2101 East Via Arado
Rancho Dominguez, CA 90220
(213) 604-0777

Landman, Kenneth J. (16)
Nat'l Sales Mngr. Spec.-Bussin
Scott Paper Company
Scott Plaza 1
Philadelphia, PA 19113
(215) 522-6029

Landry, Barrie (01)
Area Manager
Milbrands, Inc.
8238 New World
San Antonio, TX 78239
(512) 653-4069

Lane, Laura (23)
Account Executive
Nestle Food Company
Route 1 Box 36D
Fitzpatrick, AL 36029
(205) 584-7049

Lane, Jerry (23)
Vice President Sales
Phil Singer Associates, Inc.
29 Olney Ave.
Box 3650
Cherry Hill, NJ 08034
(609) 751-1500

Langner, Cathy (15)
Territory Manager
UMEX Company
P.O. Box 4100
Suite #373
Del Mar, CA 92014
(619) 481-2638

Langston, Maurice (17)
Executive Vice President
National Tobacco Company, L.P.
444 Park Ave. South
New York, NY 10016
(212) 481-1450

Lanzarotta, P. M. (04)
Vice President, Sales
Pinkerton Tobacco Co.
Box 11588
Richmond, VA 23230
(804) 287-3293

Lape, Karl (21)
National Military Manager
Alberto-Culver Company
18475 S.W. 80th Avenue
Miami, FL 33157
(305) 233-9488

Laraia, Richard C. (14)
Section Treasurer
Front Range Distributors, Inc.
735 Valley Street
Colorado Springs, CO 80915-3790
(719) 574-2823

Larkin, Pete (21)
Military Media Inc.
Suite 308
11410 North Kendall Drive
Miami, FL 33176
(305) 270-0100

Larson, Neil (04)
General Manager
Tidewater Wholesale Grocery
Box 6236
Chesapeake, VA 23323
(804) 487-2586

Lassiter, Robert A. (12)
Dunham & Smith Agencies, Inc.
206 Canterfield Road
Columbia, SC 29212-1204
(803) 732-1805

Lathrop, Mark (05)
District Manager
Dixon Marketing, Inc.
633 Enid Drive
Kettering, OH 45429
(513) 434-2178

Lattin, Cliff M. (17)
Mgr., Field Sales/Gov't Sales
Nestle Food Company
100 Manhattanville Road
Purchase, NY 10577
(914) 251-5344

Latvala, Tom (02)
C. Lloyd Johnson Co., Inc.
P.O. Box 522
Okinawa City
Japan 904
81-989-36-0857

Lauer, Gary (23)
Director of Merchandising
Scrivner of Pennsylvania, Inc.
1100 North Sherman Street
P.O. Box 589
York, PA 17405
(717) 755-1976

Lauer, Kent (10)
Director, Brand/Military Sales
Tri/Valley Growers
Box 7114
San Francisco, CA 94120-7114
(415) 445-1101

Lauerman, Gary (23)
Director of Marketing Services
Hershey Pasta Group
One Chocolate Avenue
Hershey, PA 17033
(717) 534-5574

Lawless, Dana (17)
Executive Business Media Inc.
825 Old Country Road
Westbury, NY 11590
(516) 334-3030

Lawrence, Marvin E. (16)
Vice President-Non-Foods Sales
Scott Paper Company
Scott Plaza 1
Philadelphia, PA 19113
(215) 522-6011

Laws, Ennis (12)
Director of Sales/Eastern Reg.
Impel Marketing Inc.
2510 Meridian Parkway
P.O. Box 14930
Research Triangle, NC 27709-4930
(919) 361-8211

Lazzari, John (04)
Director of Operations
Military Distributors of VA
P.O. Box 29
Norfolk, VA 23501
(804) 855-0114

Leahan, Fran (12)
Kodalux Processing Services
Division of Qualex
3000 Croasdaile Drive
Durham, NC 27705
(919) 383-8535

Leake, Paul (03)
Vice President
Beverages, Foods & Service Ind
Inc. (Sub. Pepsico, Inc.)
5310 Harvest Hill Rd., #255
Dallas, TX 75230
(214) 934-1011

Leavitt, Dale (25)
Regional Mgr.- Far East
S & K Sales Co.
#21 Amorsolo St.
San Lorenzo Village, Makati
Philippines

Lee, Don (15)
C.E.O.
Distribution Plus Incorporated
601 Rockefeller Avenue
Ontario, CA 91761
(714) 986-0169

Lee, Sidney (12)
Kraft General Foods
4012 Vera Cruz Dr.
Decatur, GA 30034
(404) 987-1197

Lee, Jim (05)
National Sales Director
Land O' Lakes, Inc.
4001 Lexington Avenue North
Arden Hills, MN 55126-2998

Lee, Philip M. (16)
Credit Analyst
McCormick & Company, Inc.
211 Schilling Circle
Hunt Valley, MD 21031
(301) 527-6159

Legan, Richard W. (06)
Dunham & Smith Agencies, Inc.
Am Schneidacker 55
8904 Staetzling
Germany
011-49-0821-782553

Leitao, Donna (17)
Manager, Military Sales
United States Tobacco
Sales and Marketing Co., Inc.
100 West Putnam Avenue
Greenwich, CT 06830
(203) 661-1100

Lemma, Cecil L. (21)
General Manager
Military Distributors, Inc.
Box 728
Oldsmar, FL 34677
(813) 855-1404

Lemonds, Dave (12)
Marion Merrell Dow, Inc.
2046 Kilmonack Lane
Charlotte, NC 28270
(704) 846-5540

Lenkiewicz, Jerry (23)
Vice President
Internal Audit Bureau, Inc.
17 Bennington Drive
Flanders, NJ 07836
(201) 584-2728

Lennon, Jeri (10)
President
Lennon International
1025 Mattell Court
Box 37
Dutch Flat, CA 95714
(916) 389-8417

Leon, L. Elaine (15)
Mott's U.S.A.
Box 171058
San Diego, CA 92117
(619) 571-1761

Leonard, Kenton (01)
Account Executive
Campbell Soup Company
6207 Battery Lane
San Antonio, TX 78233
(512) 653-2428

Leong, Lance (07)
L. J. Elkin, Inc.
1000 B ALA KAWA Way
Honolulu, HI 96817

Leung, Ricki (15)
Controller
Glen-Joe, Inc.
Box 3685
South El Monte, CA 91733
(818) 443-9477

Levas, J. P. (17)
Mil Sales Dir Overseas & Dom.
American Tobacco Company
Box 10380
Stamford, CT 06904-2380
(203) 352-8040

Levine, Morris (13)
Director of Military Sales
Lewis Bear Company
Box 17209
Pensacola, FL 32522
(904) 438-9651

Levy, Allan (17)
National Sales Manager
Lander Company, Inc.
P.O. Box 9610
106 Grand Avenue
Englewood, NJ 07631
(800) 631-1674

Lewald, Rob (16)
Commissary Area Manager
Eurpac Service Co., Inc.
P.O. Box 641
Edgewood, MD 21040
(301) 679-6092

Lewis, George (10)
V.P. Sales
Miles Inc.
7677 Oakport Street
Office 625
Oakland, CA 94621
(800) 433-9248

Lewis, Bill (12)
Regional Manager
Orval Kent Food Company
20 Kim Street
Greenville, SC 29605
(803) 232-6706

Lewis, Robert (12)
Account Manager
Planters Lifesavers Company
5136 Sourwood Rd.
Durham, NC 27712
(919) 477-3946

Lewis, Gil C. (19)
Associate
Tomlin Marketing
Box 1149
Fort Smith, AR 72901
(501) 782-4041

Lewis, Guy W. (03)
President
VIP Sales Company, Inc.
6349 South Memorial
Tulsa, OK 74133
(918) 252-5791

Liebel, John J. (21)
Director Military Sales
JNO H. Swisher & Son, Inc.
459 E. 16th Street
Jacksonville, FL 32206
(904) 353-4311

Lied, Terry L. (23)
Gov't Sales Mgr. Commissary
Hershey Chocolate U.S.A.
19 East Chocolate Avenue
Hershey, PA 17033
(717) 534-4213

Lightfoot, Gary (19)
Territory Sales Manager
Eurpac Service Co., Inc.
1539 Magnolia
Shreveport, LA 71101
(318) 227-0116

Lilly, Bob (05)
Sales Manager
Johnson Products Company, Inc.
8522 S. Lafayette Ave.
Chicago, IL 60620
(312) 483-4100

Limmer, Glenn (14)
Vice President
Rampart Marketing, Inc.
P.O. Box 159
USAFA, CO 80840-1590
(719) 488-3582

Lindbloom, Bill (06)
Account Mgr.
American Greetings Corporation
4 Bull Pond Lane
Dunstable, Bedfordshire
England LU6 3AH

Lindsay, Joseph E. (16)
Territory Sales Manager
Borden, Inc.
14216 North Gate Drive
Silver Spring, MD 20906
(301) 460-3282

Lindsey, Sam (12)
National Sales Mgr.
Edwards Baking Co., Inc.
One Lemon Lane, NE
Atlanta, GA 30307
(404) 377-0511

Lindstrom, Bonnie (23)
Bertolli USA, Inc.
300 Harmon Meadow Boulevard
Secaucus, NJ 07094
(201) 863-2088

Linn, Sheila (04)
L & F Products
Military Sales Division
193 Marlene Street
Virginia Beach, VA 80448-6509
(804) 486-5098

Linnemann, Joseph H. (16)
Director of Operations
Native American Consult., Inc.
725 Second Street, N.E.
Washington, DC 20002
(202) 547-0576

Lipman, Bryan (17)
Director-Military Dept.
Colgate-Palmolive Company
300 Park Avenue
New York, NY 10022
(212) 310-2990

Lipton, Tom (06)
Regional Sales Mgr.
Off Duty Publications
69 Eschersheimer Landstrasse
Frankfurt (M)
Germany

Littrell, Terry (12)
General Manager
Nash Finch Company
P.O. Box 2427
Rocky Mount, NC 27802
(919) 446-6151

Livengood, Tim (25)
Sales & Service, Guam
California Pacific Associates
Box 7419
Tamuning, GU 96911

Lloyd, James D. (11)
Territory Manager
UMEX Company
4567 144th Ave. S.E.
Bellevue, WA 98006
(206) 747-0103

Lockamy, Albert (12)
Operations Manager
B. Green & Company, Inc.
Box 987
Dunn, NC 28334
(919) 892-1164

Lockamy, W.L. "Bill" (12)
Territory Manager
Scott Paper Company
8400 Grey Abbey Place
Raleigh, NC 27615
(919) 846-2506

Lohman, Nick (11)
Director, Sales & Marketing
Alaska Traffic Consultants
2214 4th Ave. S.
Seattle, WA 98134
(206) 682-2817

Lohschelder, Heidi (06)
Senior Area Representative
R. J. Reynolds Tobacco Int'l
Bernerstrasse 107
6000 Frankfurt/Main 56
Germany
0695073636

Lollman, Jim (05)
Territory Manager
S & K Sales Co.
4843 N.E. Dean Lane
Kansas City, MO 64119
(816) 452-2538

Lombardozzi, Joe (05)
Region Manager, Military
ConAgra Frozen Foods
837 Lynnhaven
Hazelwood, MO 63042
(314) 895-4848

Long, Dave (03)
District Manager
Elizabeth Arden, Inc.
5112 Shoregate Square
Garland, TX 75043
(214) 226-0404

Long, Doug (15)
Area Manager
Nestle Food Company
1168 Brantley CT
Upland, CA 91786

Lopez, Manny (21)
General Electric Company
Appliances
8525 N.W. 53rd Terrace, #116
Miami, FL 33166

Lopez, Kenneth R. (17)
Territory Manager
Johnson & Johnson
Grandview Rd., A219
Skillman, NJ 08558
(908) 874-2350

Lopez, Patty (03)
Territory Manager
Kellogg Sales Company
12720 Hillcrest Rd.
Suite 420
Dallas, TX 75230
(714) 892-4222

Lopez, Juan G. (01)
Region Manager
Nabisco Foods Company
Grocery Products Division
1703 Eagle Point
San Antonio, TX 78248
(512) 493-0648

Lopez, Joe (01)
Area Manager
Philip Morris U.S.A.
1631 West Huisachte
San Antonio, TX 78201
(512) 733-1150

Lougee, Michael R. (23)
Director Military Markets
Waterford Wedgwood USA
PO Box 1454
Wall, NJ 07719
(201) 919-2069

Lovell, Lee (18)
Sales-Merchandising
Johnson & Johnson
10018 Brookside Drive
Sun City, AZ 85351
(602) 974-5229

Lovett, Earl W. (15)
V.P. Sales & Marketing
5-Starr Distributors, Inc.
1552 Cedar Avenue
Ontario, CA 91761
(714) 947-1721

Lovette, Blake D. (12)
President
Lovette Company, Inc.
P.O. Box 1510
North Wilkesboro, NC 28659
(919) 667-4171

Loveys, John (16)
Vice President
Halperin Distribution Corp.
4801 Forbes Blvd.
Lanham, MD 20706
(301) 731-5600

Loving, Walter M. (17)
V.P. Sales
Monarch Crown Corp.
U.S. Hwy 202/206 N
Box 1279
Somerville, NJ 08876-1279
(908) 218-5460

Lovvorn, David L. (01)
Senior V.P. Sales
O.K. Foods, Inc.
P.O. Box 1787
Ft. Smith, AR 72902
(800) 643-2506

Lowell, William A. (03)
President
Hash Mark Associates, Inc.
Box 116754
Carrollton, TX 75011
(214) 306-1234

Lowell, Edith (03)
Executive Vice President
Hash Mark Associates, Inc.
Box 116754
Carrollton, TX 75011
(214) 306-1234

Lowen, Gary (03)
Director Sales Technology
Schenley Affiliated Brands Inc
12770 Merit Drive
Suite 600
Dallas, TX 75251
(214) 450-6567

Lowrie, John M. (04)
Division General Manager
Reynolds Metals Company
6603 West Broad Street
Richmond, VA 23261
(804) 281-2486

Lucas, Larry (15)
V.P. Specialty Markets
Vivitar Corporation
9350 DeSoto Avenue
Chatsworth, CA 91311
(213) 970-0181

Lucenius, Arne (23)
Military Marketing Mgr.-East
Coors Brewing Company
35 Maine Trail
Medford, NJ 08055
(609) 654-7672

Lucier, Philippe H. (16)
Chairman of the Board
Century Sales, Inc.
8084 Cryden Way
Forestville, MD 20747
(301) 568-9231

Luckey, David A. (03)
Senior Vice President
M. J. Daniel Company, Inc.
1000 Beltline Road
Carrollton, TX 75006-6212
(214) 245-3600

Ludemen, Jerry (05)
Orval Kent Food Company
120 West Palatine Road
Wheeling, IL 60090
(708) 459-9000

Ludwig, William J. (16)
Vice President, Operations
Rice Growers Assn. Of Calif.
Box 958
Sacramento, CA 95812-0958
(916) 371-6941

Lum, Madeline C. (07)
Chief
NAF Procurement Br.
1017-L Alewa Drive
Honolulu, HI 96817
(808) 595-4142

Lupetin, Gene (23)
Director of Sales
Nissin Foods (USA) Co., Inc.
2125 Center Ave.
Fort Lee, NJ 07024
(201) 944-8500

Lush, Glen (05)
Government Specialist
Solo Cup Company
1700 Old Deerfield Road
Highland Park, IL 60035
(708) 831-4800

Lusk, Richard D. (05)
Senior V.P.-Hosiery Division
Jockey International, Inc.
2300 60th Street
Kenosha, WI 53140
(414) 658-8111

Luster, Jory (05)
V.P. Sales & Marketing
Luster Products Inc.
1631 S. Michigan Ave.
Chicago, IL 60616
(312) 431-1150

Luther, Henry (01)
5034 Newforest Drive
Walden Square Apt 7201
San Antonio, TX 78229

Lutz, Tom (05)
President
Sterling Software
Distribution Services Division
4600 Lakehurst Court PO 7160
Dublin, OH 43017-0760
(614) 793-7000

Lynch, Sarah (09)
Administrator, Military Sales
C & S Wholesale Grocers, Inc.
Ferry Road
Brattleboro, VT 05301
(802) 257-6729

Lynch, Robert P. (05)
Industry Marketing Manager
Sterling Software
Distribution Services Division
4600 Lakehurst Court PO 7160
Dublin, OH 43017-0760
(614) 793-7000

Lyons, Jack (17)
Director of Sales
Haagen-Dazs Company, Inc.
Glenpointe Centre East
Teaneck, NJ 07666-6782
(201) 907-6721
(704) 597-1229

Lytal, Fred B. (15)
Territory Manager
Mennen Company
P.O. Box 458
Carlsbad, CA 92008
(619) 753-7634

M

MacDonald, R.J. (17)
President
Rondo Specialty Food Sales Inc
19 Jutland Road
Canada M822G6
(416) 253-5554

MacGregor, Stuart (14)
Territory Representive
UMEX Company
12 Greenwood Lane
Monroe, CT 06468-2409
(303) 791-2856

Macheske, Richard M. (05)
Director, Military Sales
Pet, Incorporated
400 South Fourth Street
P.O. Box 392
St. Louis, MO 63166
(314) 622-6371

Mack, Bruce (10)
Business Manager, Spec. Market
Dole Packaged Foods Company
Box 7330
San Francisco, CA 94111
(415) 773-4702

Mackin, Patrick C. (17)
Military Sale Mgr, Western
American Tobacco Company
6 Stamford Forum
Box 10380
Stamford, CT 06904-2380
(203) 325-4900

Mackisey, James J. (09)
Salesman
Sarvis, Inc.
120 Fourth Avenue
Warwick, RI 02888
(401) 463-9123

MacLaren, Bruce (10)
Director
Capri Sun, Inc.
Suite 120
1825 S. Grant St.
San Mateo, CA 94402
(415) 572-7100

Madden, John (04)
Mohawk Marketing Corporation
149 Business Park Drive
Virginia Beach, VA 23462
(804) 499-8901

Madden, Michael (23)
Supervisor, Military Accounts
Philip Morris U.S.A.
100 Walnut Avenue
Suite 600
Clark, NJ 07066

Magilligan, Pat (17)
Regional Sales Manager
Military Lifestyle
Suite 2739
420 Lexington Ave.
New York, NY 10170-0113
(212) 972-2720

Magnuson, Denise (24)
Military Product Mgr.
Excel Corporation
151 N. Main
P.O. Box 2519
Wichita, KS 67201
(316) 291-2732

Mahan, Joseph L. (15)
V.P. Sales
Colonial Dames Co. Ltd
6820 E. Watcher St.
Commerce, CA 90040-3799
(213) 927-1466

Mahanes, Billy R. (04)
Account Manager
Nestle Food Company
413 Vanette Drive
Chesapeake, VA 23320
(804) 547-8589

Maier, Bob (10)
President
California & Washington Co.
950 Elm Ave. #355
San Bruno, CA 94066
(415) 875-1902

Main, Cheryl M. (09)
Sales Rep.
Nakielny Sales Associates, Inc
101 Canal St.
Dexter, NY 13634
(315) 639-3432

Mair, Harriet K. (23)
Worldwide Military Sales Mngr.
Scott Paper Company
Scott Plaza 1
Philadelphia, PA 19113
(215) 522-5573

Maisley, Kim (05)
Midwest Broker
D-Orum Hair Products, Inc.
1075 Grant Street
Gary, IN 46404
(219) 882-2922

Majeski, Richard (15)
American Vitamin Company
3535-270 Linda Vista Drive
San Marcos, CA 92069
(619) 598-5782

Makely, Frank J. (05)
Dunham & Smith Agencies, Inc.
Cedar Creek Apartments
1200 Patricia #911
San Antonio, TX 78213
(512) 342-3393

Maksyn, J. J. (01)
Western Regional Sales Manager
Nabisco Biscuit Company
106 Guadalupe Drive
Cibolo, TX 78108
(512) 659-1327

Malter, Manno (06)
Goebel Special Markets
8633 Rodental
Germany
(09563) 92410

Mancuso, Paulanne (17)
Executive Vice President
Calvin Klein Cosmetics Corp.
725 Fifth Avenue, 20th Floor
New York, NY 10022
(212) 759-8888

Manero, Joe (06)
Vice President-Marketing
Brown-Forman International Ltd
Cavendish House
51\55 Mortimer Street
London W1N 7DG
(071)323-9332

Manier, Terry (13)
Kraft General Foods
Box 4675
Birmingham, AL 35206
(205) 833-8613

Manning, William D. (03)
Southern Division Manager
Milbrands, Inc.
16415 Addison Road
Dallas, TX 75248-2463
(214) 931-2500

Manthey, Dean (06)
Director of Publications
R & R Communications, Gmbh
Kolpingstrasse 1
D-6906 Leimen 1
Germany
06224/7060

Manzione, Pat (17)
Director-Military Dept.
Colgate-Palmolive Company
300 Park Avenue
New York, NY 10022
(212) 310-2990

Maraia, Mike (04)
Vice President, Exchange Div.
C. Lloyd Johnson Co., Inc.
8031 Hampton Blvd.
Norfolk, VA 23505
(804) 423-2832

Marasco, Mary Ann (18)
Marketing Mgr., Military Sales
Dial Corporation
Dial Tower
Dial Corporate Center
Phoenix, AZ 85077-1532
(602) 207-5350

Marklin, John V. (05)
Military Sales Coordinator
Wetterau Incorporated
7100 Hazelwood Ave.
Hazelwood, MO 63042
(314) 524-4000

Marshall, Maura (16)
Senior Vice President
Kroloff, Marshall & Associates
1350 Connecticut Avenue, NW
Washington, DC 20036
(202) 429-8877

Marthaler, Wayne (17)
Military Sales Manager
James River Corporation
Kent Building 43 Danbury Rd.
Wilton, CT 06897
(203) 761-1313

Martin, Irene M. (14)
C. Lloyd Johnson Co., Inc.
3925 Cantrell Drive
Security, CO 80911
(719) 392-5417

Martin, Rich (16)
Sales Service Operations Mngr
McCormick & Company, Inc.
McCormick/Schilling Center
211 Schilling Circle
Hunt Valley, MD 21031
(301) 527-6975

Martin, Clarissa (01)
Overseas Service Corporation
Route 2 Box 76
Uncertain, TX 75661
(214) 789-3280

Martin, Cathy (19)
Order/Billing Manager
Rand's, Inc.
P.O. Box 630
Little Rock, AR 72203
(501) 376-3881

Martini, Charles (05)
Accounts Receivable Manager
S. C. Johnson Wax
1525 Howe Street
Racine, WI 53403
(414) 631-2262

Martone, Bonnie (17)
Military Sales Mgr.
Goody Products, Inc.
969 Newark Turnpike
Kearny, NJ 07032
(201) 997-3000

Mason, Gerald S. (06)
Dunham & Smith Agencies, Gmbh
Zeppelin Strasse 54
6457 Maintal 1
Germany
061-8149-1001/2

Mason, Randy (03)
Regional Manager-Military Sale
JVC Company of America
South Central Region
2100 N. Hwy. 360 Suite 1301
Grand Prairie, TX 75050
(214) 660-7380

Mason, John (21)
Thomas J. Lipton, Inc.
971 Park Ridge Circle East
Jacksonville, FL 32041
(904) 725-3546

Mason, Raymond (03)
Western Military Sales Manager
VIP Sales Company, Inc.
6349 South Memorial
Tulsa, OK 74133
(918) 252-5791

Masoner, Glenn A. (03)
Military Specialist
Jimmy Dean Foods
(Jimmy Dean/Rudy's Farms)
8000 Centerview Parkway
Cardova, TN 38018
(901) 753-1600

Materazo, Thomas J. (17)
Dir. Sales: Military & Special
Warner-Lambert Company
201 Tabor Road
Morris Plains, NJ 07950
(201) 540-3130

Mathews, Judy (23)
Sales Rep.
Sarvis, Inc.
301 Centruian Dr.
Berlin, NJ 08009
(609) 768-2312

Mathis, Robert (03)
Vice President-Exchange Div.
Eurpac Service Co., Inc.
Box 167568
Irving, TX 75015-7568
(214) 257-1945

Matt, Louis J. (06)
Area Manager
Trans European Marketing, Inc.
Guffert Str. 15 4
D-8150 Holzkirchen
Germany

Matthews, Dee (12)
413 Westview Drive
Ft Valley, GA 31030
(912) 825-5389

Mauk, Daniel (06)
Area Representative
R. J. Reynolds Tobacco Int'l
Bernerstrasse 107
6000 Frankfurt/Main 56
Germany
0695073636

Maurer, Fred (17)
Dir., Marketing
Canon Usa, Inc.
1 Canon Plaza
Lake Success, NY 11042
(800) 892-0020

Mauro, Steve (23)
Assistant V.P. of Sales
Cosmair, Inc.
L'Oreal Cosmetics
29 Bissett Place
Metuchen, NJ 08840
(212) 984-4631

Maxwell, Larry J. (14)
Branch Manager
Nash Finch Company
5151 Bannock Rd.
P.O. Box 5450
Denver, CO 80217
(303) 296-3552

Maxwell, Butch (12)
Area Manager
Nestle Food Company
6001 Shearwater Drive
Fayetteville, NC 29304

Mayne, Richard E. (15)
Associate Military Sales Mgr.
Clorox Company, The
2332 E. 17th Street
Suite 102
Long Beach, CA 90804
(213) 434-1268

McAfee, Felicia (03)
Military Sales Director
Pro-Line Corporation
2121 Panoramic Circle
Dallas, TX 75212
(214) 631-4247

McAllister, Larry (12)
International Market Asst.
Sara Lee Hosiery
Sara Lee Hosiery International
P.O. Box 2495
Winston-Salem, NC 27102
(919) 744-8177

McAuley, Terry (05)
Military Manager
Anheuser-Busch, Inc.
Suite 110
10777 Sunset Office Dr.
Sunset Hills, MO 63127
(314) 957-4848

McCarthy, John R. (08)
Area Manager
Milbrands, Inc.
Box 226, Yongsan Post Office
Seoul
Korea

McCarthy, Patrick M. (09)
Group Vice President
Ocean Spray Cranberries, Inc.
One Ocean Spray Drive
Lakeville
Middleboro, MA 02349
(508) 946-1000

McClay, Wayne C. (05)
V. P. Sales
Powerforce, Inc.
303 East Ohio Street
Chicago, IL 60511
(312) 923-7810

McConville, Tom (23)
Sales Representative
George E. Abbott & Co., Inc.
3108 Concord Drive
Cinnaminson, NJ 08077
(609) 829-6851

McCormack, Tom (19)
VP, Sales
Conwood Company, L.P.
Box 217
Memphis, TN 38101
(800) 238-5990

McCormack, Michael (03)
Military Sales Manager
Dole Packaged Foods Company
1712 Ulster
Plano, TX 75093
(214) 867-1093

McCormick, Charles P. (16)
Salea Manager, Special Markets
McCormick & Company, Inc.
McCormick/Schilling Center
211 Schilling Circle
Hunt Valley, MD 21031
(301) 527-6293

McCrobie, Ron (22)
Vice President of Procurement
Tri-State Whlse. Assoc. Grocer
1000 Hawkins Boulevard
El Paso, TX 79990
(915) 772-5241

McCue, John (10)
Western Region Mil. Mgr.
Armour Food Company
Suite 102
457 Willow Road
Pleasanton, CA 94566
(916) 399-9186

McDaniel, Jerry (04)
1729 Valhalla Arch
Virginia Beach, VA 23454
(804) 481-9433

McDavitt, Frank (23)
Senior Territory Manager
Mennen Company
52 Buena Vista Way
Bloomingdale, NJ 07403
(201) 838-0731

McDonald, Jackie (11)
Director of Military Sales
Carr-Gottstein Foods Co.
6411 A Street
Anchorage, AK 99518-1824
(907) 561-1944

McDonald, Tim (23)
Kraft General Foods
1880 JFK Blvd.
Philadelphia, PA 19103-7490
(215) 587-1700

McDonald, Thomas A. (16)
Manager, National Accounts
Military Audits Of Market Info
4800 Montgomery Lane
Suite 700
Bethesda, MD 20814
(301) 718-7634

McDonald, Mike (04)
Region Manager, East
Nestle Food Company
1618 Elmart Lane
Richmond, VA 23235-6210
(804) 276-5764

McDonald, Mike (09)
Area Manager
Philip Morris U.S.A.
RFD #1, Winterhill Road
Gofftown, NH 03045
(603) 497-8137

McEnaney, Robert (05)
Sales Mgr, Military Markets
3M/Consumer Products Group
3M Center, Bldg. 223-4S-01
St. Paul, MN 55144-1000
(612) 736-3031

McEnery, Ken (21)
Sales Planning Manager
Sarvis, Inc.
6111 Gazebo Park Place N.
Jacksonville, FL 32257
(904) 292-9009

McFadden, Tom S. (05)
Procter & Gamble Dist. Co.
Military Sales TE 6
Box 599
Cincinnati, OH 45201
(513) 983-8520

McGee, Joe F. (12)
National Account Mgr-Gov. Sale
Liggett Group Inc.
300 North Duke St.
Durham, NC 27702
(919) 683-9244

McGhee, David (11)
Area Manager
Milbrands, Inc.
6302 4th Street, East
Tacoma, WA 98424
(206) 922-1045

McGinn, Mike (12)
Nat'l Acct. Mgr.
Planters Lifesavers Company
PO Box 64
Winston-Salem, NC 27102
(919) 741-3559

McGinty, Barry A. (19)
District Sales Manager
C. Lloyd Johnson Co., Inc.
100 Oakland Dr.
Bossier City, LA 71112
(318) 746-8469

McGinty, Paul A. (10)
V.P./General Sales Mgr.
Tri/Valley Growers
Box 7114
San Francisco, CA 94120-7114
(415) 445-1893

McGrath, Greg (04)
Kraft General Foods
Box 64487
Virginia Beach, VA 23464
(804) 479-4335

McGuire, M. G. (Mike) (11)
Military Accts. Mgr.
General Mills, Inc.
7311 11th Avenue N.W.
Seattle, WA 98117
(206) 782-7814
(206) 789-4617 (o)

McGuire, Russell E. (13)
Regional Sales Manager
Savannah Foods & Indust., Inc.
Colonial Sugars Division
PO Box 1646
Mobile, AL 36633
(205) 433-0454

McHugh, Mike (03)
Dir., Nat'l Accts Exch. Div.
Sarvis, Inc.
Suite 430
5525 MacArthur Blvd.
Irving, TX 75038
(214) 518-0108

McHugh, J.C. (01)
Vice President of Marketing
Texaco Lubricants Company
P.O. Box 4427
Houston, TX 77210-4427
(713) 752-6000

McIntire, John (12)
Military Coordinator
Frito-Lay, Inc.
Suite 106
7401 Carmel Executive Park
Charlotte, NC 28226
(704) 541-1496

McIntyre, Daniel (12)
Regional Sales Manager
Plumrose
4908 Northeaster Drive
Wilmington, NC 28409
(919) 452-5134

McKay, Lauren (03)
Area Manager
Philip Morris U.S.A.
9633 Ferris Branch Blvd.
#305
Dallas, TX 75243

McKown, D. C. (Dan) (05)
Mgr, Prom. & Merch.
General Mills, Inc.
P.O. Box 1113
Minneapolis, MN 55440
(612) 540-2050

McLaughlin, Mark (05)
Military Sales Manager
Super Valu Stores, Inc.
1003 Bellbrook Avenue
Xenia, OH 45385
(513) 376-8693

McLellan, Carolyn (03)
AKM Distributing Company, Inc.
10681 N. Stemmons Freeway
P.O. Box 540783
Dallas, TX 75220
(214) 869-0595

McLellan, Ken (03)
AKM Distributing Company, Inc.
10681 N. Stemmons Freeway
P.O. Box 540783
Dallas, TX 75220
(214) 869-0595

McLoughlin, Jim (16)
Vice President, Gov. Relations
Military Audits Of Market Info
4800 Montgomery Lane
Suite 700
Bethesda, MD 20814
(301) 718-7635

McMahon, Jr., Leo T. (23)
Box 109
Middletown, PA 17057

McMaster, Mike (17)
National Accts. Mgr.
Playtex, Inc.
700 Fairfield Avenue
Box 10064
Stamford, CT 06904
(203) 356-8108

McMillan, Paul (12)
Area Manager
Philip Morris U.S.A.
400 Challedon Drive
Columbia, SC 29212

McMorrow, Pat (23)
Kraft General Foods
11 Harvest Mews
Newton, PA 18940
(215) 579-0847

McNeese, Beverly (05)
Ralston Purina Company
Checkerboard Square - 6T
St. Louis, MO 63164
(314) 622-5745

McNulty, John (05)
Director of National Accounts
Alberto-Culver Company
2525 Armitage Avenue
Melrose Park, IL 60160
(312) 450-3078

McPheron, S. Wayne (23)
Assistant Controller
American Home Food Products
P.O. Box 148
25 Marr Street
Milton, PA 17847
(717) 742-9655

McPherson, Wilson A. (15)
Corporate Military Sales Mgr.
J. L. Prescott Company
Suite 200
27281 Las Ramblas
Mission Viejo, CA 92691
(714) 582-3945

McRae, Tim (12)
Director of Milt. Perish. Sale
Wetterau Incorporated
PO Box 2941902
Charleston, SC 29419-9002
(803) 797-6700

Mead, Michael A. (21)
Military Sales Manager
Castleberry's Food Company
P.O. Box 1056
Orange Park, FL 32067
(904) 272-5922

Means, W. Earl (21)
Regional Manager
S & K Sales Co.
4724 Waverly LP
Jacksonville, FL 32210
(904) 387-2272

Mechler, Mike (06)
Director
Deutsche Sisi-Werke GmbH
Rudolf-Wild Strasse 4-6
6900 Heidelberg/Eppelheim
Germany
6221-799491

Meckler, John (03)
Beverages, Foods & Service Ind
Inc. (Sub. Pepsico, Inc.)
5310 Harvest Hill Rd., #255
Dallas, TX 75230
(214) 934-1011

Megrath, Rosanne (21)
Manager, Military Sales
Tropicana Products Sales, Inc.
P.O. Box 338
Bradenton, FL 34206-0338
(800) 237-9611

Meindl, Rudy (06)
General Manager, Europe
Webco USA, Inc.
Webco GMBH
6100 Darmstadt
Germany

Mellonig, David (05)
Area Sales Manager
VSA, Inc.
2551 Allen Drive
Elk Grove Village, IL 60007
(708) 766-5700

Melrose, James B. (05)
Director, Military Sales
Wetterau Incorporated
P.O. Box 848
Bloomington, IN 47402
(812) 332-9302

Melton, Vince (16)
V.P. Exchange Division
Webco USA, Inc.
901 N. Pitt Street
Alexandria, VA 22314
(703) 836-0414

Melvin, Tim (15)
Region Manager, West
Nestle Food Company
800 North Brand Boulevard
Glendale, CA 91203
(818) 549-6000

Mengos, Jim (15)
Broker Sales Manager - West
Quaker Oats Company
1142 Appian Way
Santa Ana, CA 92705
(714) 544-4102

Meola, Nick (05)
Eagle Snacks, Inc.
12855 Flushing Meadow Dr.
St. Louis, MO 63131
(314) 966-7133

Merana, John J. (05)
Vice President
Prime Team Services, Inc.
A TDM International Company
3150 Livernois Ste. 218
Troy, MI 48083
(313) 689-9674

Meredith, Jimmy (08)
Territorial Manager
L. J. Elkin, Inc.
L-8, 769 Aza Ojana
Ginowan City
Japan 901
81988979198

Mesches, Alan (03)
Director, National Accts.
Dr Pepper/7Up Companies
8144 Walnut Hill Lane
Dallas, TX 75231-4372
(214) 360-7780

Messer, James F. (01)
Regional Military Sales Mgr.
Sunshine Biscuits, Inc.
6822 Forest Meadow
San Antonio, TX 78238
(512) 684-7189

Mest, Dick (23)
Nat'l Accounts Manager
Warner-Lambert Company
RD #2 Box 2940
Hamburg, PA 19525
(215) 562-3928

Mettke, Hans (06)
Verkaufsdirektor
Herta Gmbh
Daimlerstrasse 2
8060 Dachau/Obb.
Germany
08131 2801-0

Metzler, Richard H. (17)
President
Revlon Government Sales, Inc.
625 Madison Ave.
New York, NY 10022
(212) 527-6550

Meyer, Henry L. (05)
Manager, Military Sales
Ross Laboratories
625 Cleveland Avenue
Columbus, OH 43216
(614) 842-6426

Meyskens, Robert H. (11)
Vice President Marketing
RTA Marketing Services
2370 130th Avenue, N.E.
Suite 101
Bellevue, WA 98005-1770
(206) 881-0105

Michocki, Chris (16)
Salesman
Nalley Fine Foods
703 Nursery Road
Linthicum Heights, MD 21090-1408
(301) 244-7177

Micklitsch, Joe (05)
Dist. Manager - Military
Swift-Eckrich, Inc.
Box 395
Bluffton, IN 46714
(219) 824-2774

Middleton, Ken (05)
Director of Trade
Mead Johnson Nutritionals
2400 W. Lloyd Expressway
Evansville, IN 47721-0001

Midgett, Joyce (05)
Regional Mgr., Military
ConAgra Frozen Foods
4891 Greenton Ct.
St. Louis, MO 63128
(314) 845-1821

Mielke, Carl (23)
Senior V.P.-Waterford
Waterford Wedgwood USA
PO Box 1454
Wall, NJ 07719
(201) 938-5800

Miklos, John J. (05)
Vice President
Dunham & Smith Agencies, Inc.
Suite 400
800 St. Louis Union Station
St. Louis, MO 63103
(314) 436-2155

Milburn, Russ (05)
Vice President
The Drummers
405 N. Wabash
River Plaza
Chicago, IL 60611
(312) 664-8906

Miles, Norm (02)
Japan/Korea Area Manager
HI-PAC, Ltd.
Port P.O. Box 400
Japan 231-61
011-81-45-772-4846

Miles, Norman (02)
Military Sales & Service Co.
Port P.O. Box 400
Japan 231-91

Miller, Don (03)
Regional Sales Manager
Campbell Taggart, Inc.
Eagle Crest Foods, Inc.
57 Port of Spain
Coronado, CA 92118
(619) 424-5563

Miller, Gerald L. (10)
Commissary Officer
Clark Commissary
OL AP AFCOMS/FCS
Hold for Gerald Miller
APO San Francisco, CA 96274-5000

Miller, William E. (03)
Regional Manager
ERLY Food Group
2309 Vanderbilt Court
Rowlett, TX 75088
(214) 475-0149

Miller, Jack (03)
S.E. Region Manager
Eurpac Service Co., Inc.
P.O. Box 291609
Tampa, FL 33687-1609
(813) 989-1600

Miller, Doug (05)
Geo. A. Hormel & Co.
Box 800
Austin, MN 55912
(507) 437-5665

Miller, Robert E. (05)
Assoc. Advertising Dir.
Military Lifestyle
401 N. Michigan Ave., St. 3205
Chicago, IL 60611
(312) 644-6490

Miller, Fred (15)
Account Sales Mgr.
Mission Foods
10587 Bernabe Drive
San Diego, CA 92129
(619) 672-2728

Miller, Cyndi (12)
Assistant Promotion Manager
Planters Lifesavers Company
1100 Reynolds Boulevard
Winston-Salem, NC 27102
(919) 741-2595

Miller, Blanche F. (16)
President
Post Sales & Service, Inc.
8353-8357 Ardwick Ardmore Rd.
Landover, MD 20785
(301) 589-6512

Miller, Joe (16)
Post Sales & Service, Inc.
8353-8357 Ardwick Ardmore Rd.
Landover, MD 20785
(301) 773-7711

Miller, Chris (14)
V.P. Sales
Prime Natural Health Labs, Inc
11023 Zephyr Street
Westminister, CO 80020
(303) 469-3645

Miller, Robert D. (16)
District Mgr.
Sarvis, Inc.
7905 Tolkin Court
Bowie, MD 20720
(301) 262-0507

Miller, Joan E. (01)
Military Sales Rep.
Scrivner, Inc.
Scrivner (Texas)
P.O. Box 1638
Victoria, TX 77901
(512) 573-5201

Miller, Michael W. (16)
Territory Manager
UMEX Company
P.O. Box 2531
Columbia, MD 21045

Miller, Ronald E. (17)
Senior Product Manager
Whitehall Laboratories
685 Third Avenue
New York, NY 10017
(212) 878-5542

Mills, Robert J. (16)
Military Sales Rep.
Mid-Atlantic Coca-Cola Bottlg.
1710 Elton Road
Silver Spring, MD 20903
(301) 439-7100

Mills, Jim (01)
General Manager
Scrivner, Inc.
Box 26146
Oklahoma City, OK 73126

Miltenberger, P. W. (04)
National Marketing Manager
Reynolds Metals Company
6603 West Broad Street
Richmond, VA 23261
(804) 281-2297

Mims, Ed (09)
Director, Military Sales
Bose Corporation
100 The Mountain Road
Framingham, MA 01701-9168
(508) 879-7330
ext. 6309

Minch, Tim (23)
Area Manager
Nestle Food Company
2113 Lion Heart Drive
Miamisburg, OH 45342
(513) 866-8266

Minneci-Harrison, Joan (17)
District Mgr.
AT&T
295 N. Maple Avenue
Room 5164B3
Basking Ridge, NJ 07920
(201) 221-3480

Mirabito, Sam (10)
Chairman of the Board
John K. Kealy Company
8000 Capwell Drive
Oakland, CA 94621-2108
(415) 562-8136

Mitchell, Fred R. (01)
District Sales Manager
Kraft USA
12722 O'Connor Road
San Antonio, TX 78233
(512) 590-4004

Mitchell, Jack A. (24)
Salesman
Webco USA, Inc.
13309 South 33rd
Omaha, NE 68123
(402) 292-1010

Mobley, Ellen (17)
Supervisor Military Billing
Pepperidge Farm, Inc.
Box 5500
Norwalk, CT 06856
(203) 847-7475

Moffat, Thomas (06)
Thomas Mann Strasse 1
Germany 6085
49-06152-62218

Molotchick, Dave (11)
Military Sales Manager
Fleming Companies, Inc.
Box 26828
Salt Lake City, UT 84126
(801) 973-5500

Monahan, Harry (23)
Vice President, Sales
Kiwi Brands Inc.
447 Old Swede Road
Douglassville, PA 19518
(215) 385-3041

Mongeon, Emil L. (12)
V.P. Sales-Mass Market
Empire Berol USA
105 Westpark Drive
Brentwood, TN 37027-2248
(615) 371-1199

Monserrate, Monte (21)
Southern Regional Mgr.
Seagram Global Markets Group
1029 Cove Dr.
Largo, FL 34644
(813) 586-5462

Montgomery, W. Clark (05)
Administrator Military
Brown & Williamson Tobacco
Box 35090
Louisville, KY 40232
(502) 774-7521

Montgomery, Gene (15)
Vice President/Gen. Mgr.
CWO Distribution
1366 30th St.
San Diego, CA 92154
(619) 429-0578

Montgomery, Donald (16)
Director, Military Sales
Whitehall Laboratories
998 Springhill Way
Gambrills, MD 21054
(301) 672-2865

Moore, Tony (06)
AFN TV-Guide
Waechtersbacher Strasse 89
6000 Frankfurt/Main 61
Germany
69 420 9600

Moore, Thomas L. (05)
Director, Military Sales
Anheuser-Busch, Inc.
One Busch Place
St. Louis, MO 63118
(314) 577-3087

Moore, Gerald (04)
District Manager
C. Lloyd Johnson Co., Inc.
8031 Hampton Blvd.
Norfolk, VA 23505
(804) 423-2832

Moore, Timothy E. (16)
Manager of Credit Operations
McCormick & Company, Inc.
211 Schilling Circle
Hunt Valley, MD 21031
(301) 527-6160

Moore, Richard (24)
Director of Sales
National Beef Packing Company
Box 978
Liberal, KS 67901
(316) 624-1851

Moore, Barney (05)
West Division Sales Manager
SOFTSOAP Enterprises, Inc.
Box G
Chaska, MN 55318
(800) 356-0831

Moore, Debbie (12)
Regional Manager, Exchange Div
Webco USA, Inc.
3893 Meeting Street
Duluth, GA 30136

Moore, Larry (05)
Wetterau Incorporated
P.O. Box 999
Scott City, MO 63780
(314) 264-3811

Moran, Bill (03)
Director, Sales Planning
Eurpac Service Co., Inc.
P.O. Box 167568
Irving, TX 75016-7568
(214) 257-1945

Moran, Robert J. (17)
Senior Editor, E & C News
Executive Business Media Inc.
825 Old Country Road
Westbury, NY 11590
(516) 334-3030

Morena, Rex (10)
Gino Morena Enterprises
111 Starlite Street
P.O. Box 191
So. San Francisco, CA 94080-0331
(800) 227-6905

Morena, Gino (10)
Owner
Gino Morena Enterprises
111 Starlite Street
P.O. Box 191
So. San Francisco, CA 94080-0331
(800) 227-6905

Morgan, Robert M. (16)
Director, Marketing
Native American Consult., Inc.
725 Second Street, N.E.
Washington, DC 20002
(202) 547-0576

Morgan, Charles E. (16)
Northeast Region Manager
Overseas Service Corporation
Box 2088
Woodbridge, VA 22193
(703) 878-2614

Morgan, T.C. (17)
General Sales Manager
UMEX Company
Greenwich Office Park
Bldg. No. 1, 51 Weaver Street
Greenwich, CT 06931
(203) 863-8726

Morris, Evan (11)
Western Region Mgr.
H. J. Heinz Special Markets
1140 No. Vassault St.
Tocama, WA 98406
(206) 756-6976

Morrison, Tom (16)
Sales Representative
B. Green & Company, Inc.
3601 Washington Blvd.
Baltimore, MD 21227
(301) 247-8300

Morrissey, James F. (10)
Regional Sales Manager
Del Monte Foods
Box 7151
San Francisco, CA 94120
(415) 460-9608

Moses, Haven C. (14)
Nat'l Military Sales Mgr.
Coors Brewing Company
311 10th Street
Mail # NH510
Golden, CO 80401
(303) 277-6599

Mountz, Randy (16)
Midwest Advertising Manager
Army Times Publishing Company
Springfield, VA 22159-0150
(703) 750-2000

Mroz, Alex R. (05)
National Key Account Mgr.
Lane Limited
918 Central Avenue
WoodDale, IL 60191
(708) 595-3025

Mueller, Mike (12)
Account Manager-DeCA
Coca-Cola USA
Drawer 1734
Atlanta, GA 30301
(404) 676-6219

Mueller, Henry G. (05)
Military Sales Manager
Oscar Mayer & Co. Inc.
Box 7188
Madison, WI 53707
(608) 241-3311

Muffley, Steve (08)
Territorial Manager
Francois L. Schwarz, Inc.
P.O. Box 100 Urasoe
Japan 904-21

Mugnai, Joseph A. (17)
Publisher
Family Magazine
169 Lexington Ave.
New York, NY 10016
(212) 532-0660

Mulcock, Kenneth (18)
Western Zone Manager
Colgate-Palmolive Company
3085 W Ironwood Circle
Chandler, AZ 85226-1406
(602) 838-4209

Mullee, Mark (05)
National Sales Manager-Milt.
Rayovac Corporation
601 Rayovac Drive
Madison, WI 53711
(608) 275-4495

Mullen, Joe (04)
Account Executive
C. Lloyd Johnson Co., Inc.
Box 9448
Norfolk, VA 23505
(804) 423-2832

Mullins, Jim (03)
President/General Manager
Independent Grocers, Inc.
Box 2938
Abilene, TX 79605
(915) 692-1440

Mullins, Mark (03)
Military Area Manager
Nestle Food Company
1525 Raleigh
Carrollton, TX 75007
(214) 492-7021

Muncey, David W. (06)
Proprietor
David W. Muncey, Ltd.
Beach Road
Cottenham, Cambridge CB4 4RG
England
0954 50448

Munns, John (06)
David W. Muncey, Ltd.
Beach Road
Cottenham, Cambridge CB4 4RG
England
0954 50448

Murphy, Jim (16)
J. D. International
Box 15507
Alexandria, VA 22309
(703) 799-1981

Murphy, Diane (16)
J. D. International
Box 15507
Alexandria, VA 22309
(703) 799-1981

Murphy, Michael J. (16)
Area Manager, Key Accounts
Mid-Atlantic-Coca-Cola Bottlg.
1710 Elton Road
Silver Spring, MD 20903
(301) 431-7100

Murphy, John (17)
Manager, Military Programs
Philip Morris U.S.A.
120 Park Avenue
New York, NY 10017
(212) 880-3220

Murphy, Tom (17)
Director-Marketing
Plumrose
73-45 Woodhaven Blvd.
Glendale, NY 11385
(718) 830-6600

Murphy, Martin F. (05)
Noxell Sales Manager
Procter & Gamble Dist. Co.
Noxell Division
P.O. Box 599
Cincinnati, OH 45202-3315
(513) 983-3571
(800) 662-9650 x4662

Murphy, Peter J. (16)
Regional Manager
S & K Sales Co.
3806 Easton Court
Abingdon, MD 21009
(301) 676-9363

Murray, Michael R. (05)
Military Sales
Jockey International, Inc.
2300 60th Street
Kenosha, WI 53140
(414) 658-8111

Murrell, Selva (14)
Military Manager
Super Valu Stores-Denver
Box 17449 TA
Denver, CO 80217
(303) 361-0207

Murtha, Patrick (23)
H. J. Heinz Special Markets
P.O. Box 57
Pittsburgh, PA 15230

N

Nagl, Richard L. (14)
Counsel
Gino Morena Enterprises
Home, Roberts & Owen
#400 102 N. Cascade Avenue
Colorado Springs, CO 80903
(719) 473-3800

Nahikian, William (05)
President/Chief Executive
Western Publishing Co., Inc.
1220 Mound Avenue
Racine, WI 53404
(414) 633-2431

Nakamura, Neil (17)
Admin. Asst. Nat'l Accounts
Canon USA, Inc.
1 Canon Plaza
Lake Success, NY 11042
(800) 892-0020

Nakielny, R. E. "Nick" (09)
President
Nakielny Sales Associates, Inc
26 Gilbert Stuart Drive
E. Greenwich, RI 02818
(401) 885-5710

Namkin, Morris (16)
6819 5th Street, N. W.
Washington, DC 20012

Nancarrow, John W. (03)
Account Executive
Milbrands, Inc.
16415 Addison Road.
Suite 400
Dallas, TX 75248
(214) 931-2300

Nangel, Leonard E. (17)
Mgr. Sales Administration
Johnson & Johnson
Grandview Rd., A218
Skillman, NJ 08558
(908) 874-1000

Naylor, Cheryl C. (11)
President
Sound Software Inc.
700 11th Avenue, N.E.
Suite 201
Bellevue, WA 98004
(206) 637-1072

Negrin, Theodore S. (15)
Chairman
Prime Natural Health Labs, Inc
910 E. Sandhill Ave.
P.O. Box 5308
Carson, CA 90749
(213) 515-5774

Neis, Ed (15)
Military Manager - West
Gerber Products Company
Suite 220
1717 State College Blvd.
Anaheim, CA 92806
(714) 634-8123

Neitzke, Ron (12)
National Manager-Military Sale
JVC Company Of America
Southeast Branch
1500 Lakes Parkway
Lawrenceville, GA 30243
(404) 339-2582

Nelson, Robin F. (04)
Regional Manager
C. Lloyd Johnson Co., Inc.
8031 Hampton Blvd.
Norfolk, VA 23505
(919) 771-8220

Nelson, Lenwood (03)
Sales Rep
Levi Strauss & Co.
PO Box 586529
Attn: Tim Lavas
Dallas, TX 75258
(214) 630-9966

Nelson, Donald (05)
V.P. Sales
Powerforce, Inc.
303 East Ohio Street
Chicago, IL 60611
(312) 923-7809

Nelson, Don G. (05)
Military Sales Manager
Stouffer Frozen Foods
5750 Harper Road
Solon, OH 44139
(216) 248-3600

Nelson, Greg (04)
Sales Manager
Wampler-Longacre Chicken, Inc.
Subsidiary of WLR Foods, Inc.
P. O. Box 275
Broadway, VA 22815-0275
(703) 896-7000

Ness, Deborah (11)
Assistant Sales Manager
SEASIA
651 Industrial Way South
Seattle, WA 98108
(206) 624-6380

Neumeyer, Thomas D. (24)
Division President
Wetterau Incorporated
4231 Clary Blvd.
Kansas City, MO 64130
(816) 861-5280

Neville, Jon "Pat" P. (17)
General Sales Manager
Colgate-Palmolive Company
300 Park Avenue
New York, NY 10022
(212) 310-2913

New, Curt (23)
Region Manager
Planters Lifesavers Company
610 W. Germantown Park
Suite 450
Plymouth Meeting, PA 19462
(215) 828-4695

Newcomb, Jim (11)
Western Region Sales Mgr.
John Morrell & Company
16515 N.E. 111th
Redmond, WA 98052
(206) 881-5586

Newland, Mike (23)
V.P.-Special Markets
Campbell Soup Company
Campbell Place, Box 73A
Camden, NJ 08103-1799
(609) 342-3609

Newton, Ed (05)
Region Operations Manager
General Mills, Inc.
1365 Park Dr.
Mound, MN 55364
(612) 472-0888

Nicholson, Tim (13)
Super Valu—Anniston-Indianola
Box 430
Anniston, AL 36202
(205) 235-3373

Nick, Michael S. (15)
District Sales Manager
Kraft USA
2621 Barrington Court
Hayward, CA 94545
(415) 786-3811

Nicusanti, Albert R. (23)
V.P. Sales
Church & Dwight Co., Inc.
469 North Harrison Street
Princeton, NJ 08540
(609) 683-5900

Nielsen, M. Fjeldheim (17)
President
Ramfjeld & Company Inc.
270 41st Street
Brooklyn, NY 11232
(718) 768-3203

Nischbach, Joseph F. (05)
Keebler Company
One Hollow Tree Lane
Elmhurst, IL 60126
(708) 833-2900

Nisenholz, Stephen E. (05)
Corporate VP, Special Sales
Quintessence, Inc.
980 North Michigan Ave.
Chicago, IL 60611-4590
(312) 951-7181

Nishioka, Wayne (17)
Asst Mgr., Product Planning
Canon USA, Inc.
1 Canon Plaza
Lake Success, NY 11042
(800) 892-0020

Nix, Nathan (03)
Webco USA, Inc.
545 Evergreen Drive
Hurst, TX 76054
(817) 428-6266

Noddle, Jeff (05)
Sr. Vice President Marketing
Super Valu Stores, Inc.
Box 990
Minneapolis, MN 55440
(612) 828-4173

Noderer, Nick (23)
Credit Manager
Johnson & Johnson
410 George St.
RM-GS851
New Brunswick, NJ 08901-2021
(908) 524-6320

Nola, Rose Ann (17)
Manager/Sales Operations
Christian Dior Perfumes, Inc.
9 West 57th Street
New York, NY 10019
(212) 759-1840

Noratel, Brian (16)
Area Manager
Dunham & Smith Agencies, Inc.
3015 Georgetown Road
Baltimore, MD 21230
(800) 772-6645

Nordel, Stan (03)
Director, International Sales
Master Lock Company
15851 Dallas Parkway
Suite 765
Dallas, TX 75248-3359
(214) 450-5940

Norman, Peter (03)
Area Military Sales Mgr.
Kraft General Foods
401 Great Southwest Parkway
Arlington, TX 76001
(817) 640-7127

Novacek, Tony L. (15)
Dunham & Smith Agencies, Inc.
2610 Lions Gate Dr.
Oxnard, CA 93030
(805) 984-1315

Novak, Sherry (05)
Account Mgr.
LaSalle Group, Inc.
1735 S. Big Bend Blvd.
St. Louis, MO 63117-2487
(314) 645-7778

Nurenberg, Maurice (03)
Military Representative
Bacardi Imports
Suite 620 Lock Box LB62
14643 Dallas Parkway
Dallas, TX 75240
(214) 385-8700

Nymberg, Donald V. (04)
Military Sales Manager
Hershey Pasta Group
704 Donham Court
Virginia Beach, VA 23452
(804) 340-8224

O

O'Beirne, Richard (06)
Military Sales Representative
Philip Morris U.S.A.
Habichtsweg 16
6000 Frankfurt 56
Germany

O'Brien, Eugene E. (17)
Dunham & Smith Agencies, Inc.
501 Merritt 7 Corporate Park
Norwalk, CT 06851-1004
(203) 847-0800

O'Connell, Joanne (15)
Military Sales Manager
International Multifoods
2030 Iowa Avenue
Suite C-100
Riverside, CA 92507
(714) 782-7971

O'Connell, Mike (01)
Reckitt & Colman, Inc.
Champions II Atrium
5629 FM 1960 West, Suite 303
Houston, TX 77069
(713) 580-5644

O'Connor, Dennis A. (21)
Military Sales Manager
Keebler Company
1 Town House Lane
Bensalem, PA 19020
(215) 245-4418
and 4417

O'Connor, Peter D. (17)
Retail Counselor
Scrivner, Inc.
Scrivner (Syracuse NY)
P.O. Box 4812
Syracuse, NY 13221
(315) 437-7120

O'Connor, Kevin (17)
Senior Marketing Manager
UMEX Company
Greenwich Office Park
Bldg. No. 1, 51 Weaver Street
Greenwich, CT 06931
(203) 863-8726

O'Donnell, Linda (05)
Sales Administrator
Sunmark, Incorporated
8155 New Hampshire
St. Louis, MO 63123-2699
(314) 832-7575

O'Gorman, D. (17)
Senior VP, Finance
Cosmair, Inc.
L'Oreal Cosmetics
575 Fifth Avenue
New York, NY 10017
(212) 984-4631

O'Malley, Ami E. (02)
Military Sales Rep.-Japan
R. J. Reynolds Tobacco Int'l
17th ASG CM Box 3082
Camp Zama, Japan
APO San Francisco, CA 96504

O'Neal, George (24)
Bitterman Button
2718 Industrial St.
P.O. Box 865
Junction City, KS 66441
(913) 238-4721

O'Rourke, Michael J. (21)
National Military Sales Mngr.
E.J. Brach's
P.O. Box 0250
Flagler Beach, FL 32136
(904) 439-3761
(800) 343-2100

O'Shaughnessy, Dennis (05)
Area Manager
Philip Morris U.S.A.
5521 Reumol
Cincinnati, OH 45238
(513) 741-0273

O'Toole, Robert F. (09)
Military Sales Manager
Ocean Spray Cranberries, Inc.
One Ocean Spray Drive
Lakeville
Middleboro, MA 02349
(508) 946-1000

Ocello, James A. (05)
Family Magazine
Suite 3603
405 N. Wabash
Chicago, IL 60611
(312) 670-0050

Odalen, Bernie (14)
United States Tobacco
Sales and Marketing Co., Inc.
6410 S. Locust Way
Englewood, CO 80111
(303) 771-8797

Oehl, George (12)
Area Manager
Philip Morris U.S.A.
6 Captiva Row
Charleston, SC 29407

Oglesby, Lisa (16)
Territory Manager
Kellogg Sales Company
10480 Little Patuxent Pkwy
Suite 380
Columbia, MD 21044
(301) 992-0965

Okihara, Ben (23)
Military Distribution Manager
Nissin Foods (USA) Co., Inc.
2125 Center Ave.
Fort Lee, NJ 07024
(201) 944-8500

Olding, Joe (01)
V.P. Commissaries (Conus)
Webco USA, Inc.
1200 Walnut Hill Ln #2300
Irving, TX 75038
(214) 550-9004

Oliver, Gerald D. (01)
Dunham & Smith Agencies, Inc.
3426 Wimbledon
Cibolo, TX 78108
(512) 629-5947

Olson, Ole (15)
Director of Military Sales
Distribution Plus Incorporated
601 Rockefeller Avenue
Ontario, CA 91761
(714) 986-0169

Olson, Donald (17)
Group Product Mgr.
Whitehall Laboratories
(of American Home Prod. Corp.)
685 Third Avenue
New York, NY 10017
(212) 878-5542

Osborne, Wes (03)
Military Sales Mgr.
Thompson Medical Company
409 Westview Terr.
Midlothian, TX 76065
(214) 299-5477

Otte, Irv (05)
Director of Vending & Military
Brown & Williamson Tobacco
Box 35090
Louisville, KY 40232
(502) 568-7419

Otto, Tilman (06)
Spec. Adviser to the Administr
Eder Breweries, Inc.
P.O. Box 1220
D-8754 Gross-Ostheim
Germany
0049-6026-509194

Owen, Lee (03)
Military Region Manager
Dr. Pepper/Seven-Up Co.
P.O. Box 655086
Dallas, TX 75265-5086
(214) 360-7798

Owen, Walter E. (16)
Special Accounts Manager
S. C. Johnson Wax
726 McNeil Lane
Silver Spring, MD 20905
(301) 424-0833

Owens, Chuck (17)
James River Corporation
Box 6000, River Park
Norwalk, CT 06856-6000
(203) 854-2407

Owens, Keith (10)
S & C Distributors, Inc.
Box 2086
Livermore, CA 94550
(415) 455-6472

Owens, Doug (10)
S & C Distributors, Inc.
Box 2086
Livermore, CA 94550
(415) 455-6472

Owings, Russell (13)
Eastern Military Sales Manager
Armour Food Company
1100 Anne Elisa Cr.
St. Cloud, FL 34772
(407) 957-3646

P

Paddock, D. A. (05)
Procter & Gamble Dist. Co.
Box 599
Cincinnati, OH 45201
(513) 983-1080

Paer, Andrew B. (17)
Director, Special Markets
Lander Company, Inc.
P.O. Box 9610
106 Grand Avenue
Englewood, NJ 07631
(800) 631-1674

Paganucci, David M. (10)
Director of Sales
Rice Growers Assn. Of Calif.
Box 958
Sacramento, CA 95812-0958
(916) 371-6941

Pak, Yong-Yil (04)
Sales Representative
C. Lloyd Johnson Co., Inc.
8031 Hampton Boulevard
P.O. Box 9448
Norfolk, VA 23505
82 333-63-3485

Palese, Dan (17)
Manager Military Sales
First Brands Corporation
Box 1911
Danbury, CT 06813-1911
(203) 731-2409

Paliani, Robert J. (05)
Vice President
The Drummers
4140 Pennington Lane
Racine, WI 53403
(414) 554-8464

Palmgren, Charlie (13)
Military Sales Manager
Super Valu—Anniston-Indianola
Box 430
Anniston, AL 36202
(205) 235-3373

Panglisch, Paul (06)
Diplom-Ingenieur
Eder Breweries, Inc.
P.O. Box 1220
D-8754 Gross-Ostheim
Germany
0049-6026-509151

Papagno, Andy (23)
Eastern Division Manager
Milbrands, Inc.
15 Alder Ave
Mays Landing, NJ 08330
(609) 927-2188

Paras, Chris J. (04)
Regional Military Sales Mgr.
Tropicana Products Sales, Inc.
Eastern Region
620 Terrace Avenue
Virginia Beach, VA 23451
(804) 428-6172

Parent, Louis F. (12)
Executive V.P.-Sales
Carson Products Company
P.O. Box 22309
Savannah, GA 31403
(912) 651-3444

Parker, Eugene D. (19)
Dunham & Smith Agencies, Inc.
800 St. Louis Union Station
Suite 400
St. Louis, MO 63103
(314) 436-2155

Parker, William M. (21)
President
Military Distributors, Inc.
Box 728
Oldsmar, FL 34677
(813) 855-1404

Parker, Gayla (18)
Area Manager
Nestle Food Company
3015 N. Hayden Rd.
#2046
Scottsdale, AZ 85251

Parker,, Arthur (16)
Region Account Mgr.
Planters Lifesavers Company
P.O. Box 1010
Laurel, MD 20707
(301) 604-0208

Parks, James (12)
Area Manager
Philip Morris U.S.A.
2009 Blackfriars Road
Fayetteville, NC 28306
(919) 425-6881

Parma, Florence (07)
Hawaii Advertising Manager
Off Duty Publications
3771 Anuhea Street
Honolulu, HI 96816
(808) 737-5129

Parrino, Thomas (17)
Comptroller
Philip Morris U.S.A.
120 Park Avenue
New York, NY 10017
(212) 880-3335

Parrish, Marge (17)
United States Tobacco
Sales and Marketing Co., Inc.
100 West Putnam Avenue
Greenwich, CT 06830
(203) 661-1100

Pasch, Jack (15)
Creative Military Sales, Inc.
1031 So. Palmetto Ave. J8
Ontario, CA 91762
(714) 986-4669

Paspy, Ken (12)
National Accounts Manager
Sara Lee Hosiery
Rice Hosiery
550 West Fairfield Road
High Point, NC 27261
(919) 431-7184

Passantino, Jennifer L. (11)
National Accounts Manager
Johnson & Johnson
11823 Creekside Dr. SW
Tacoma, WA 98499
(206) 581-6667

Patrick, Paul (06)
Director
R. J. Reynolds Tobacco Int'l
Bernerstrasse 107
6000 Frankfurt/Main 56
Germany
0695073636

Patton, Howard M. (22)
Territory Manager
UMEX Company
3601-F W. Jasmine
Las Cruces, NM 88005
(505) 526-4117

Paulsen, Shirlene J. (11)
Area Manager/Seattle
Dunham & Smith Agencies, Inc.
15014 SE 171 St
Renton, WA 98055
(206) 271-3689

Payne, John (04)
V.P. Finance/Data Proc.
Military Distributors of VA
P.O. Box 29
Norfolk, VA 23501
(804) 855-0114

Peacock, Steve (13)
Territory Manager
Johnson & Johnson
Military Sales
1603 Inverness Cliffs
Birmingham, AL 35242
(404) 992-2427

Pearse, Jack F. (10)
Proprietor
California Pacific Associates
Box 16901
San Francisco, CA 94116
(415) 665-2650

Pearson, Kort (15)
General Manager-Vice President
Colonial Dames Co. Ltd
6820 E. Watcher St.
Commerce, CA 90040-3799
(213) 927-1466

Pearson, Roy (23)
Eastern Region Mil. Sales Mgr.
John Morrell & Company
Box 17
Richboro, PA 18954
(215) 355-0618

Pearson, Bea (11)
Military Dept. Supervisor
West Coast Grocery Company
Box 2237
Tacoma, WA 98401
(206) 593-3174

Pedersen, Steve (09)
Marketing Manager
Gillette Company
Government Markets Division
Gillette Park-8E
South Boston, MA 02106
(617) 463-3145

Pedreira, Michael J. (17)
Manager Sales & Marketing
Benckiser Consumer Products
411 West Putnam
Greenwich, CT 06830
(203) 869-8494

Peele, Mary (04)
Account Executive
C. Lloyd Johnson Co., Inc.
8031 Hampton Blvd.
Norfolk, VA 23505
(804) 423-2832

Pekar, Sheila (23)
President
Internal Audit Bureau, Inc.
PO Box 447
Hamlin, PA 18427
(717) 689-0590

Pellino, Michael (04)
Vice President, Marketing
Pamco Enterprises
Box 5585
Virginia Beach, VA 23455
(804) 460-0001

Pemberton, Mike (05)
American Greetings Corporation
10500 Americna Road
Cleveland, OH 44144
(415) 373-0113

Pence, Kevin (03)
Account Executive
C. Lloyd Johnson Co., Inc.
8031 Hampton Blvd.
Norfolk, VA 23505
(804) 423-2832

Pendergast, Ronnie (17)
James River Corporation
Kent Building 43Park
Danbury Road
Wilton, CT 06897
(203) 761-1313

Penney, Rob (15)
Region Manager, Midwest
Nestle Food Company
800 North Brand Boulevard
Glendale, CA 91203
(818) 549-6000

Pennington, Steve (06)
Field Sales Manager
Sarvis, Inc.
13 Mathilden Strasse
6096 Raunheim
Germany

Peoples, Craig (10)
Kraft General Foods
655 Brighton Way
Livermore, CA 94550
(415) 447-2795

Perkins, Christopher (09)
General Manager
Gekay Sales & Service Co., Inc
22 Deer Park Drive
E. Longmeadow, MA 01028
(413) 525-2700

Perruccio, Sam (09)
President
Bay Colony Marketing Co., Inc.
Box 300
North Salem, NH 03073
(603) 893-7774

Pestel, Ron (07)
President
HI-PAC, Ltd.
P.O. Box 25038
974 Kahena Street
Honolulu, HI 96825
(808) 395-0388

Peterson, Malcolm W. (21)
516 Island Ave. South
Tarpon Springs, FL 34689-3147

Peterson, Ronald (06)
Sales Representative
George E. Abbott & Co., Inc.
Bahnhofstr. 11
8711 Grosslangheim
Germany

Peterson, Deborah (05)
Director of M.I.S.
Swift-Eckrich, Inc.
2001 Butterfield Raod
Downers Grove, IL 60515-1049
(708) 512-1725

Petraglia, Phil (15)
21st Century Marketing
P.O. Box 192
Encinitas, CA 92024
(619) 242-4268

Petraglia, Mark (17)
Region Manager
Nabisco Foods Company
Grocery Products Division
South 61 Paramus Road
Paramus, NJ 07652
(201) 587-2582

Petrus, Ernie (05)
Military Sales
Eveready Battery Company, Inc.
3636 South Geyer Road
South Park 2, Suite 250
Sunset Hills, MO 63127
(314) 821-3088

Pettit, Richard (17)
Vice President, Overseas Sales
George E. Abbott & Co., Inc.
92 West Main Street
Chester, CT 06412
(203) 526-9531

Pflum, Steve (18)
Director, Special Markets
Kodalux Processing Services
Division of Qualex
3758 East Grove St.
Phoenix, AZ 85040
(602) 437-2006

Phelps, Samuel A. (05)
V.P. Military Sales
Kraft USA
Kraft Court, 3W
Glenview, IL 60025
(708) 998-3256

Phillips, Todd (04)
Account Executive
C. Lloyd Johnson Co., Inc.
8031 Hampton Blvd.
Norfolk, VA 23505
(804) 423-2832

Phillips, Roy (12)
National Retail Sales Manager
Cuddy Farms
P.O. Box 668
Marshville, NC 28103
(704) 624-5081

Phillips, Stephen J. (04)
Manager Government Sales
Mead Johnson Nutritionals
2400 Wildercroft Road
Midlothian, VA 23113

Phillips, L. T. (12)
Director of Military Sales
Thomas & Howard Company
Box 947
Columbia, SC 29202-0947
(803) 788-5520

Picucci, Joseph (01)
National Account Manager
Hiram Walker - G & W Inc.
10326 Country Vista
San Antonio, TX 78240
(512) 697-8710

Piechocki, Lauriann (23)
Vice President-Operations
Walsh Trading Company
11B South Gold Drive
Robbinsville, NJ 08691
(609) 587-7700

Pierce, John (16)
Regional Manager
C. Lloyd Johnson Co., Inc.
320 Ackerman Road
Stevensville, MD 21666
(301) 643-5053

Pike, Ben (12)
Manager, Trade Development
Ciba Vision Corporation
2910 Amwiler Court
Atlanta, GA 30360
(913) 255-2430

Pine, Jerry (21)
Manager, CONUS
Bose Corporation
PO Box 24867
Jacksonville, FL 32241-4867
(904) 731-0745

Ping, Linda J. (23)
Commissary Sales Manager
Eurpac Service Co., Inc.
4045 F. Falcon Courts North
McGuire AFB, NJ 08641
(609) 723-3288

Pirolo, Robert S. (11)
Division Manager
Redwood Laboratories
1144 N. Vassault Street
Tacoma, WA 98406-2142
(206) 756-8893

Pitcher, Ben (18)
Creative Military Sales, Inc.
7701 North Lundberg Drive
Tucson, AZ 85741
(619) 944-6930

Plague, Chuck (24)
Sales Mgr., National Accts.
Hallmark Cards, Inc.
P.O. Box 419580 (Drop 211)
Kansas City, MO 64141-6580
(816) 274-8454

Poel, Hal (21)
Director, International Accts.
Sarvis, Inc.
6111 Gazebo Park Place N.
Jacksonville, FL 32257
(904) 292-9009

Poirier, Steven (21)
Manager Sales/Service
Military Distributors, Inc.
Box 728
Oldsmar, FL 34677
(813) 855-1404

Polaner, Leonard (17)
President
M. Polaner, Inc.
Box K
Roseland, NJ 07068
(800) 631-7925

Polich, Robert A. (15)
Western Military Sales Mgr.
Procter & Gamble Dist. Co.
Noxell Division
12620 Springbrook Drive
San Diego, CA 92103
(619) 486-4366

Pollan, James L. (12)
Vice-President
Coca-Cola USA
P.O. Drawer 1734
Atlanta, GA 30301
(404) 676-4741

Pollan, Randy L. (15)
General Manager
Prime Natural Health Labs, Inc
910 E. Sanhill Avenue
P.O. Box 5308
Carson, CA 90749
(213) 515-5774

Pool, Earl L. (05)
Sales Manager
Procter & Gamble Dist. Co.
Box 599
Cincinnati, OH 45201
(513) 983-3366

Poole, William G. (17)
Vice President
S & K Sales Co.
125 Greenwich Avenue
Greenwich, CT 06830-5594
(203) 353-9950

Pope, Chuck (15)
Galletti Brothers Foods, Inc.
25205 Fairgreen
Mission Viejo, CA 92692
(714) 586-5979

Porricelli, Celia (23)
Sales Rep.
Nakielny Sales Associates, Inc
82 Symmes Rd.
Manalapan, NJ 07726
(201) 462-8491

Porter, Jim (18)
Dir. Military Sales
Bar-S Foods
PO Box 29049
4041 N. Central Ave
Phoenix, AZ 85038-8049
(602) 264-7272

Porter, Richard "Dick" (16)
President
Myport II Associates, Inc.
13213 Vanessa Avenue
Bowie, MD 20720
(301) 262-2192

Porter, G.E. (16)
Myport II Associates, Inc.
15304 Arbory Way
Laurel, MD 20707
(301) 776-1077

Porter, Richard P. (21)
Myport II Associates, Inc.
10694 Cypress Bend Drive
Boca Raton, FL 33433
(305) 479-1649

Porterfield, Rebecca (12)
Marketing Manager
Sara Lee Hosiery
L'eggs Products, Inc.
P.O. Box 2495
Winston-Salem, NC 27102
(919) 744-4079

Posner, Irv (17)
President
Joseph Markovits, Inc.
11 E. 26th Street
New York, NY 10022
(212) 889-2610

Post, Samuel R. (06)
Commissary Sales Manager
Eurpac Service Co., Inc.
Otto Hahn Strasse 12
6072 Dreieich
Germany
061033710011

Postoian, Mike (15)
Military-Account Manager
Campbell Soup Company
6800 Astoria
Riverside, CA 92503
(714) 861-3162

Pothast, Mark A. (14)
Procter & Gamble Dist. Co.
Noxell Division
519 N. Cedar
Colorado Springs, CO 80903
(719) 577-4731

Potthoff, Howard (24)
Vice President
Nash Finch Company
P.O. Box 80699
Lincoln, NE 68501
(402) 474-5521

Poulter, Dave (06)
Exchange Div. Manger, Europe
Webco USA, Inc.
Webco GMBH
6100 Darmstadt
Germany

Power, Paul P. (09)
President
Paul P. Power, Associates
50 Main Street
Stamford, NY 12167
(607) 652-7450

Power, Jeanne K. (09)
V.P., Treasurer
Paul P. Power, Associates
50 Main Street
Stamford, NY 12167
(607) 652-7450

Power, Pat (09)
V.P., Director of Sales
Paul P. Power, Associates
50 Main Street
Stamford, NY 12167
(607) 652-7450

Pratt, Paul G. (15)
Western Regional Mgr.
Heublein, Inc.
30340 Churchhill Court
Rancho, CA 92390
(714) 699-1156

Prawer, Gilbert (09)
S. Prawer & Company
Box 1400
Portland, ME 04104
(207) 775-0223

Prawer, Harvey (09)
S. Prawer & Company
150 Read Street
Box 1400
Portland, ME 04104
(207) 775-0223

Prawer, Todd (09)
S. Prawer & Company
Box 1400
Portland, ME 04104
(207) 775-0223

Preston, Scott (12)
Area Sales Manager
Borden, Inc.
Wise Snacks Division
P.O. Box 17909
Raleigh, NC 27619-7909
(919) 870-8560

Pridemore, John (15)
Sales Manager
Mission Foods
4990 E. Hunter #A
Anaheim, CA 92807
(714) 777-8247

Priger, Kevin (12)
GA/AL Account Manager
Southern Military Sales, Inc.
522 Wood Ridge Drive
Atlanta, GA 30339
(404) 432-9457

Priger, Joe (21)
President
Southern Military Sales, Inc.
Box 159
Middleburg, FL 32068-0159
(904) 282-7210

Prince, Marvin (21)
Sales Supervisor
Lykes Bros., Inc.
P.O. Box 518
Plant City, FL 33564-0518
(813) 752-1102

Probst, Michael (06)
Manager
Auto Probst GmbH
Chr-Fr-Schwan-Strasse 10-12
6800 Mannheim 1
Germany
(0621) 35005

Pruett, Edward J. (14)
President
Midwest Military Brokers, Inc.
P.O. Box 200042
Denver, CO 80220
(303) 320-0905

Pruitt, Robert (16)
General Manager
Nalley Fine Foods
703 Nursery Road
Linthicum Heights, MD 21090-1408
(301) 244-7177

Pryor, Diane (03)
Sales Manager, Key Accounts
Samsonite Corporation
11200 East 45th Avenue
Denver, CO 80239
(303) 373-2000

Przybilla, Veronika (06)
Marketing Services Coordinator
Philip Morris U.S.A.
Wilhelm-Leuschner Strasse 7
6000 Frankfurt/Main 1
Germany

Puccio, James (23)
Sunshine Biscuits, Inc.
100 Woodbridge Center Drive
Woodbridge, NJ 07095-1196
(201) 855-4000

Purvis, Gene (03)
Military Sales Manager
C & C Distributors Inc.
Box 1796
Lawton, OK 73502
(405) 353-2000

Purvis, Matt (14)
Account Executive
Highplains Mkting Serv., Inc.
P.O. Box 4397
Englewood, CO 80155-4397
(303) 796-8899

Purvis, Mark (01)
Territory Manager
UMEX Company
Special Markets Division
5341 N. MacArthur Blvd. #1133
Irving, TX 75038
(214) 550-9009

Putman, Gene (11)
Account Sales Manager
Mother's Cake & Cookie Co.
6837 South 190th
Kent, WA 98032
(206) 292-9223

Q

Quagliaroli, Conrad (12)
Publisher, Shoppers News
R & R Communications, GmbH
727 Indian Hills Parkway
Marietta, GA 30068

Quilter, Pat (04)
Sales Rep.
Nakielny Sales Associates, Inc
3011 Suset Avenue
Richmond, VA 23221
(804) 358-8481

Quinn, Thomas F. (17)
President
Quinn Marketing & Sales Co.
2490 Black Rock Turnpike
Suite 416
Fairfield, CT 06430
(203) 366-6855

Quiroz, Raul (01)
Military Account Supervisor
Oscar Mayer & Co. Inc.
11811 Mozley Rise
San Antonio, TX 78233
(512) 656-6217

R

Rabb, Lise (06)
Military Exch. Specialist
S & K Sales Co.
Winterhauserstr 93
8700 Wurzburg
Germany
49-931-612520

Raddatz, Allan (21)
Vice President Sales
Royal Crown Cola Company
6917 Collins Ave.
Miami Beach, FL 33141
(305) 866-3281
FAX: ext 2261

Rader, Carlton B. (04)
Controller
C. Lloyd Johnson Co., Inc.
8031 Hampton Blvd.
Norfolk, VA 23505
(804) 423-2832

Rafalski, Bill (05)
Area Manager, Military Sales
Stouffer Frozen Foods
3147 Dunlavin Glen Road
Columbus, OH 43221
(614) 876-0173

Raffa, John (23)
Best Foods/Div. Of Cpc Int'l
Box 8000
International Plaza
Englewood Cliffs, NJ 07632
(201) 894-2374

Ragucci, Gerald (17)
Nat'l Sales Mgr., Military
Seiko Time Corporation
1111 MacArthur Blvd.
Mahwah, NJ 07430
(201) 512-3008

Raimondi, John (23)
General Manager
Goya Foods, Inc.
1230 Forest Parkway
West Deptford, NJ 08066
(609) 423-9300

Raliegh, Phillip (05)
General Electric Company
Appliance Park
Building 4-242
Louisville, KY 40225

Ramberg, Eivind (17)
Marketing Director
Ramfjeld & Company Inc.
270 41st Street
Brooklyn, NY 11232
(718) 768-3203

Ramsay, Mark (04)
Webco USA, Inc.
901 N. Pitt Street
Alexandria, VA 22314
(703) 836-0414

Rand, Polly (19)
Vice President
Rand's, Inc.
P.O. Box 630
Little Rock, AR 72203
(501) 376-3881

Ranney, Andre' M. (19)
Dunham & Smith Agencies, Inc.
800 St. Louis Union Station
Suite 400
St. Louis, MO 63103
(314) 436-2155

Rasmussen, Paul (10)
Military Sales Manager
Dole Packaged Foods Company
Box 7330
San Francisco, CA 94111
(415) 773-4858

Rasmussen, Claus J. (17)
Brand Manager
Plumrose
73-45 Woodhaven Blvd.
Glendale, NY 11385
(718) 830-6600

Rasnick, E.R. (10)
President
Select Foods, Inc.
Box 3097
Hayward, CA 94540
(415) 785-1000

Rathburn, Greg (01)
Zone Manager
Colgate-Palmolive Company
20218 FM 2252
San Antonio, TX 78266
(512) 629-3596

Ray, Don L. (04)
East Division Manger
H. J. Heinz Special Markets
924 Forest Lakes Drive
Chesapeake, VA 23320
(804) 547-2743

Ray, G. Dan (12)
Natl. Military Sales Manager
SOFTSOAP Enterprises, Inc.
1511 Stonebrook Place
Roswell, GA 30075
(404) 998-1324

Raymond, Annette (11)
West Coast Grocery Company
Box 2808 TA
Spokane, WA 99220
(509) 922-9560

Rector, C. Mitchell (21)
District Manager
Dixon Marketing, Inc.
8433 southside Blvd.
Apt. 32256
Jacksonville, FL 32256

Reed, William (17)
Director, National Sales
George E. Abbott & Co., Inc.
92 West Main Street
Chester, CT 06412
(203) 526-9531

Reed, Charles H. (01)
Midwest Sales Manager
George E. Abbott & Co., Inc.
4615 Walzem Road
Suite 222
San Antonio, TX 78218

Reese, Larry (12)
President
Reese Brokerage Co.
Box 40423
Nashville, TN 37204-0423
(615) 269-3456

Reese, Darrell (12)
Vice President
Reese Brokerage Co.
Box 40423
Nashville, TN 37204-0423
(615) 269-3456

Regan, Susan (17)
Director of Military-Duty Free
Heublein, Inc.
16 Munson
Box 388
Farmington, CT 06034-0388
(203) 678-6596

Regan, Francis (17)
Vice President
Houbigant, Inc.
1135 Pleasant View Terrace
Box 299
Ridgefield, NJ 07657-0299
(201) 941-3400

Regan, Keith (03)
Military Sales Manager
Intercraft Industries, L.P.
One Intercraft Plaza
Taylor, TX 76574
(512) 352-8501

Reger, Alan (19)
Sales Rep.
Webco USA, Inc.
410 Mayfair Drive
Bossier, LA 71111
(318) 746-8850

Reguera, Jose (21)
National Sales Mgr.
Bacardi Imports
2100 Biscayne Blvd.
Miami, FL 33137
(305) 573-8511

Rehkopf, Bayard (15)
Military Acct. Representative
United States Tobacco
Sales and Marketing Co., Inc.
14310 La Trucha Street
San Diego, CA 92129
(619) 484-4888

Rehmann, Earl J. (23)
Area Manager
Campbell Soup Company
1 Tallowood Drive
Medford, NJ 08055
(609) 342-3641

Reineck, Mike (11)
Dir., Export & Gov. Sales Mktg
J.R. Simplot Company
Box 9386
Boise, ID 83707
(208) 384-8486

Reinhart, Ed (11)
Vice President/Sales
Tree Top Incorporated
Box 248
Selah, WA 98942-0248
(509) 697-7251

Remar, Kay (05)
Military & Non-Food Manager
Sweetheart Cup Company, Inc.
7575 S. Kostner Avenue
Chicago, IL 60652
(312) 767-3300
ext. 2292

Remley, F. Richard (17)
Executive Vice President
Military FSI, Inc.
3816 Oak Orchard Road
Albion, NY 14411
(716) 589-5053

Renard, David A. (05)
President Sales
Renard Paper Co., Inc.
4465 Manchester Avenue
St. Louis, MO 63110
(314) 371-4422
(800) 637-8732

Renard, John M. (05)
Vice-President, Distribution
Renard Paper Co., Inc.
4465 Manchester Avenue
St. Louis, MO 63110
(314) 371-4422
(800) 637-8732

Renard, Paul H. (01)
Vice-President, Sales Manager
Renard Paper Co., Inc.
4465 Manchester Avenue
St. Louis, MO 63110
(314) 371-4422
(800) 637-8732

Rennie, Patricia A. (11)
National Accts Manager/Credit
Nike, Inc.
8605 S.W. Creekside Place
Beaverton, OR 97005
(503) 682-6453

Reynolds, Bobby (12)
V.P. of Operations
Eurpac Service Co., Inc.
738 Flowers Crossing
Lawrenceville, GA 30245
(404) 979-2399

Reynolds, Paul F. (11)
Western Sales Manager
George E. Abbott & Co., Inc.
1397 Walnut Lane
Steilacoom, WA 98388
(206) 588-6500

Rhodes, Kenneth J. (10)
Territory Manager
Johnson & Johnson
Military Sales
379 Nancy Circle
Vacaville, CA 95687
(707) 447-3673

Richards, Leonard J. (L)
300 South 4th Street
Suite #36
Minneapolis, MN 55415-1337

Richardson, Philip L. (01)
Coca-Cola Foods
Box 2079
Houston, TX 77252
(713) 888-5388

Richardson, R. R. (17)
Director of Sales
First Brands Corporation
Box 1911
Danbury, CT 06813-1911
(203) 731-2414

Richardson, W.H. (Bill) (12)
District Manager
Procter & Gamble Dist. Co.
1000 Abernathy Rd: 400-1400
Atlanta, GA 30328-5603
(404) 320-4100

Richmond, Harvey (16)
V.P. of Sales & Marketing
Military Audits Of Market Info
4800 Montgomery Lane
Suite 700
Bethesda, MD 20814
(301) 718-7616

Riddle, Rusty (12)
Sales Representative
Europa Sports Products, Inc.
635 Pressley Rd.
Suite N
Charlotte, NC 28217
(800) 447-4795

Ridenhour, Mike (12)
N.C. Account Manager
Southern Military Sales, Inc.
Box 70
Lemon Springs, NC 28355
(919) 776-7076

Riebow, Robert L. (12)
14 C Pinehurst Manor
Pinehurst, NC 28374

Riggan, James (21)
Nat'l Sales Mgr.
Overseas Service Corporation
305 Royal Grant Drive
Williamsburg, VA 23185
(407) 683-4090

Riggs, Russell (15)
Webco USA, Inc.
30582 Iron Bark Court
Temecula, CA 92591
(714) 676-1685

Riley, Douglas V. (05)
Director of Credit
Continental Baking Company
Checkerboard Square 4CBC
St. Louis, MO 63164-0001
(314) 982-4876

Riley, Terri (04)
S. Schwartz Sales, Inc.
2500 Tarkington Ct.
Chesapeake, VA 23322
(804) 421-4861

Rinard, Jerry (10)
KNR Military Sales, Inc.
4045 Sunset Lane
Suite C
Shingle Springs, CA 95682
(916) 672-0200

Rinard, Kay (10)
President
KNR Military Sales, Inc.
4045 Sunset Lane
Suite C
Shingle Springs, CA 95682
(916) 672-0200

Rinard, Nina (10)
KNR Military Sales, Inc.
4045 Sunset Lane
Suite C
Shingle Springs, CA 95682
(916) 672-0200

Rios, Walter B. (15)
Publisher
Off Duty Publications
Suite C-2
3303 Harbor Blvd.
Costa Mesa, CA 92626
(714) 760-1432

Ripple, Richard (16)
Terrritory Manger
Johnson & Johnson
28 Stwearton Ct.
Baltimore, MD 21236
(301) 661-6502

Risse, Gerhard R. (06)
Brown-Forman International Ltd
Darmstaedter Strasse 92-94
6072 Dreieich/Sprendlingen
Germany

Rist, Richard A. (17)
Chairman
Dunham & Smith Agencies, Inc.
501 Merritt 7 Corporate Park
Norwalk, CT 06851-1004
(203) 847-0800

Risteen, Ed (03)
Military Sales Manager
Land O' Lakes, Inc.
Southwest Region Office
12959 Jupiter, Suite 136
Dallas, TX 75238
(214) 343-9833

Ritchie, Ron (16)
Dir. Military Sales/Operations
B. Green & Company, Inc.
3601 Washington Blvd.
Baltimore, MD 21227
(301) 247-8300

Rivas, Armando (22)
Director, Military Sales
Tri-State Whlse. Assoc. Grocer
1000 Hawkins Boulevard
El Paso, TX 79990
(915) 772-5241

Roach, Ed (23)
Sales Representative
B. Green & Company, Inc.
Box 328 Orchard Way
Bryn Mawr, PA 19010

Roark, Donna (03)
Military Specialist
Bama Pie, Ltd.
Box 4829
Tulsa, OK 74159
(918) 592-0778

Robbe, Roger (05)
Dir. of Frozen Food & Elec
Super Valu Stores, Inc.
Box 990
Minneapolis, MN 55440
(612) 828-4186

Roberts, Cathy (12)
Sales Manager
CB Sales, Inc.
Carco
902 Aspen Trail
Winston-Salem, NC 27106-4141
(919) 896-0102

Roberts, Charles P. (01)
Territory Manager
Overseas Service Corporation
Suite 501
8340 Fathom Circle
Austin, TX 78750
(512) 335-0896

Roberts, Bill (13)
District Manager
UMEX Company
205 Northampton Circle
Fort Walton Beach, FL 32548
(904) 863-8585

Robertson, Elizabeth (16)
MCI Telecommunications Corp.
1650 Tyson Blvd.
Div. 3110 Location 022
McLean, VA 22102
(703) 903-1090

Robinson, Sandy (09)
Military Coordinator
Bose Corporation
100 The Mountain Road
Framingham, MA 01701-9168
(508) 879-7330
ext. 6309

Robinson, Mike (07)
Military Sales Manager
Hawaiian Distributors L.T.D.
98-746A Kuahao Place
Pearl City, HI 96782
(808) 488-8408

Robinson, Allen (14)
Unit Manager
Kraft USA
11 Inverness Way East
Englewood, CO 80112-5714
(303) 343-6522

Robinson, Stephan A. (15)
Sales Mgr., Retail & Food Serv
Sunkist Growers Inc.
720 E. Sunkist Street
Ontario, CA 91761
(714) 983-9811

Robson, Ron (06)
European Regional Manager
Dixon Marketing, Inc.
Hans-Thoma-Strasse 6
6945 Leutershausen
Germany 6945
011-6201-57887

Roesler, Jewel (05)
Tony's Pizza Service
115 West College Drive
Marshall, MN 56258
(800) 533-5290

Roger, Carol (17)
Credit Department
Mobil Chemical Company
1150 Pittsford-Victor Road
Pittsford, NY 14534
(716) 248-1935

Rogers, Phil (03)
Area Manager
Philip Morris U.S.A.
Suite #790
14785 Preston Road
Dallas, TX 75240

Rogers, Nat (15)
Western Military Sales, Inc.
Box 3804
San Clemente, CA 92672
(714) 661-2570

Roggy, Thom (15)
Eastern Sales Manager
Tropic-Cal, Inc
1935 Tubeway Avenue
Commerce, CA 90040
(213) 724-0262

Rohde, Paul (17)
Nat'l Sales Mgr., Military
Bausch & Lomb
Suite 311
144 Village Landing
Fairport, NY 14450-1885
(716) 425-1416

Rohm, Gunter (06)
R & R Communications, GmbH
Kolpingstrasse 1
6906 Leimen
Germany

Roks, Marty J. (15)
Territory Manager
Overseas Service Corporation
2941 1/2 Clairemont Drive
San Diego, CA 92117
(619) 276-3203

Rolen, Pete (04)
Exchange & Commissary News
Executive Business Media Inc.
3453 Warner Road
Richmond, VA 23225
(804) 272-4437

Romaniello, Rosemary N. (05)
Dunham & Smith Agencies, Inc.
Suite 400
St. Louis Union Station
St. Louis, MO 63103
(314) 436-2155

Romano, Nick (16)
Military Manager - East
Gerber Products Company
12870 Harbor Drive
Woodbridge, VA 22192
(703) 490-4100

Romano, Louis J. (17)
Sales Service Supervisor
Nat'l Industries For The Blind
524 Hamberg Turnpike
Wayne, NJ 07474-0969
(201) 595-9200

Romey, Sherri (05)
Credit Supervisor
J. M. Smucker Company
Box 280
Orrville, OH 44667
(216) 682-0015

Rosas, Ed (23)
Military Sales Manager
R. J. Reynolds Tobacco Co.
125 Gaither Drive
Suite A
Mt. Laurel, NJ 08054
(609) 234-6575

Rose, Mark W. (05)
Executive Vice President
Cass Communications, Inc.
1800 Sherman Place
Evanston, IL 60201
(312) 475-8800

Rosemond, Frank (04)
Account Executive
C. Lloyd Johnson Co., Inc.
8031 Hampton Blvd.
Norfolk, VA 23505
(804) 423-2832

Ross, Ron (23)
Director, Customer Services
Carter-Wallace, Inc.
Half Acre Road
Cranberry, NJ 08512-0181
(609) 655-6000

Rosser, S.F. (04)
National Marketing Coordinator
Reynolds Metals Company
6603 West Broad Street
Richmond, VA 23261
(804) 281-2619

Rothie-Chilton, Carol (15)
AGS Foods, Inc.
P.O. Box 828
Calimesa, CA 92320
(714) 797-0101

Rountzounis, Gisele (16)
Corporate Secretary
Turn-Key Management, Inc.
4400 East West Hwy
#230
Bethesda, MD 20814
(301) 951-9544

Rowan, Rip (16)
Executive Vice President
Armed Forces Marketing Council
1750 New York Ave., NW
Suite 340
Washington, DC 20006
(202) 783-8228

Rowe, Michael Stephen (06)
Assistant Regional Mgr.
C. Lloyd Johnson Co., Inc.
Post Str. 34
6900 Heidelberg
Germany
06221 22799

Rudnick, Harold (09)
President
Winter Hill Frozen Foods
Box 1047
Westboro, MA 01581
(508) 366-9601

Ruggiano, Michael J. (23)
Director Sales Services
Church & Dwight Co., Inc.
469 North Harrison Street
Princeton, NJ 08540
(609) 683-5900

Rush, Debora A. (24)
Credit Manager
ConAgra Pet Products Co.
One Central Park Plaza
Suite #700
Omaha, NE 68102
(402) 449-7035

Rush, Pat (16)
East Coast Sales Manager
Galletti Brothers Foods, Inc.
17796 Queen Ann Road
Upper Marlboro, MD 20772
(301) 249-6198

Rush, Frank L. (16)
Sales Representative
George E. Abbott & Co., Inc.
19209 Hempstone Avenue
Poolesville, MD 20837
(301) 972-8343

Russcol, Adriana (16)
Account Executive
Webco USA, Inc.
901 N. Pitt Street
Alexandria, VA 22314
(703) 836-0414

Russo, Gene (15)
Marketing Consultant
American Fish & Seafood
550 Ceres Ave
Los Angeles, CA 90013
(213) 612-0350

Ryalls, Richard K. (03)
President
Milbrands, Inc.
Suite 400
16415 Addison Road
Dallas, TX 75248
(214) 931-2500
(49) 6196-25010

Ryan, John (03)
Military Sales Mgr.
Canon USA, Inc.
1 Canon Plaza
Lake Success, NY 11042
(800) 892-0020

Ryan, J. Thomas (17)
President
Helme Tobacco Company
250 Harbor Drive
Stamford, CT 06902
(203) 327-6000

Ryan, Tom (04)
Specialized Markets Division
Royal Crown Cola Company
Route 3
Box 467 B
Rustburg, VA 24588

Ryan, Bud (21)
Director, General Sales
Tropicana Products Sales, Inc.
P.O. Box 338
Bradenton, FL 34206-0338
(800) 237-9611

S

Saelzle, Rainer (06)
Vertriebsdirektor
Herta Gmbh
Westerholter Strasse 750-770
4352 Herten Westfalen
Germany
02366/301-270

Sagliocco, Mark (23)
Sales Representative
UMEX Company
704 S. Walnut Street
West Chester, PA 19382
(215) 692-6237

Saint Sing, Karen (23)
Manager Credit Administration
Hershey Chocolate U.S.A.
19 East Chocolate Avenue
P.O. Box 819
Hershey, PA 17033
(717) 534-4305

Saiamone, Rosario (09)
Sales Representative
Bisek and Company, Inc.
21 Knollwood Lane
Leominster, MA 01453
(804) 460-0968

Saldana, Robert (01)
Region Manager
Sterling Drug, Inc.
Glenbrook Laboratories
6462 Lost Arbor
San Antonio, TX 78240
(512) 558-7702

Sales, Elmer L. (25)
Area Manager
Milbrands, Inc.
Box 473, Greenhills
San Juan
Philippines1205
632 693-0591

Salinas, Frank (02)
Vice President-Far East
M. J. Daniel Company, Inc.
4286-4 Kurihara
Zama-shi (Z-125)
Japan
011-81-462-559904

Salser, Steve (12)
Southeast Military Manager
Anheuser-Busch, Inc.
Suite 170
35 Glenlake Parkway
Atlanta, GA 30328-3475
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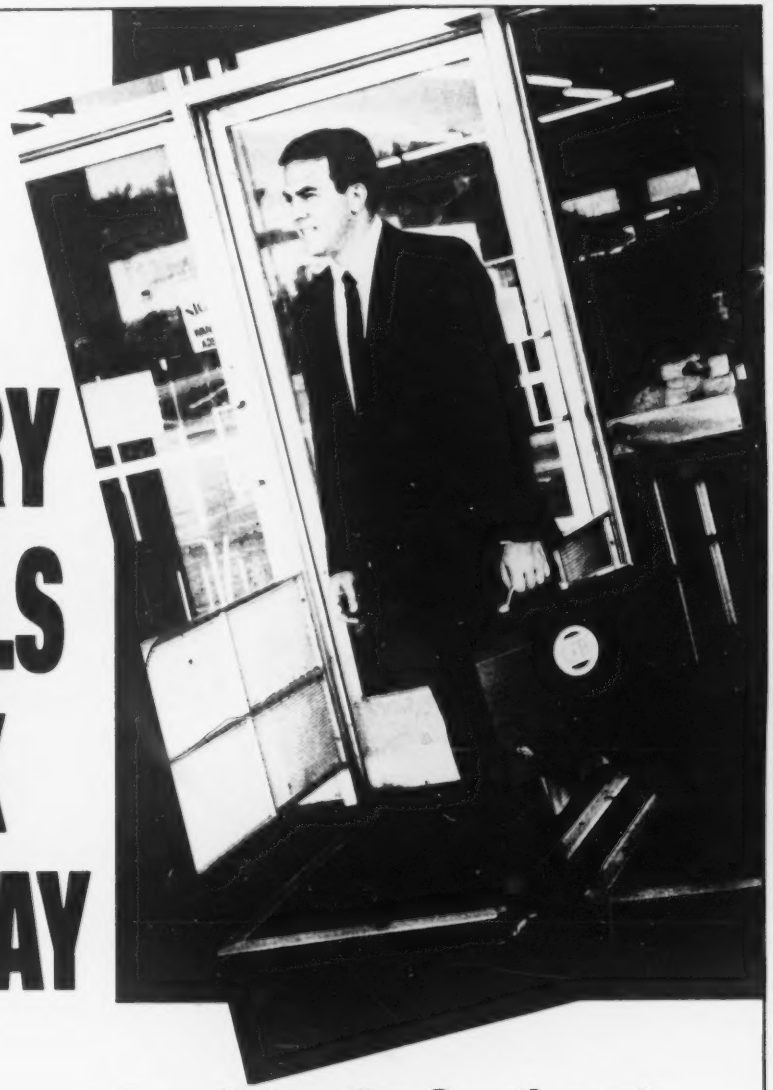

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Director of Military Sales
Nash Finch Company
Box 80699
Lincoln, NE 68521
(402) 474-5521

Samuelson, Carl (17)
V.P.-Sales
Rondo Specialty Food Sales Inc
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New Rochelle, NY 10804
(914) 632-5327

Sanchez, Chris M. (15)
Flash Steak Company, Inc.
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Pico Rivera, CA 90660
(213) 949-2558

Sanders, Scott (12)
National Sales Military Mngr.
Borden, Inc.
2880 holcomb Bridge
Bldg. 9 Suite 107
Alpharetta, GA 30202
(404) 518-0616

Sanders, Floyd (19)
Manager, Credit Department
Conwood Company, L.P.
Box 217
Memphis, TN 38101
(800) 238-5990

Sanders, Tom (12)
Military Sales Manager
Mott's U.S.A.
1770 Indian Trail Rd. Suite150
Norcross, GA 30093
(404) 381-5370

Santoro, Vince (16)
Marketing Manager
Army Times Publishing Company
Springfield, VA 22159-0150
(703) 750-2000

Sarp, Michael (06)
President
Racke International
Box 3540
6500 Mainz
Germany
06131/555 251

Sarver, John (17)
Worldwide Marketing Manager
Kraft General Foods
250 North Street (S2-3)
White Plains, NY 10625
(914) 335-5722

Sarvis, Richard S. (21)
President
Sarvis, Inc.
6111 Gazebo Park Place N.
Jacksonville, FL 32257
(904) 292-9009

Satterwhite, H.D. (05)
Regional Manager
Professional Food Systems
7503 Deer View Court
Louisville, KY 40241
(502) 228-6120

Saunders, A. J. (03)
National Sales Manager
Vivitar Corporation
2200 S. Smith-Barry Road
Arlington, TX 76013
(817) 261-7321

Savona, Ray V. (03)
Account Executive
Milbrands, Inc.
16415 Addison Rd.
Suite 400
Dallas, TX 75248
(214) 931-2500
(49) 6196-25010

Saxon, Becky (12)
Military Sales Manager
Nestle Food Company
818 Essex Drive
Summerville, SC 29485
(803) 871-8740

Scarafile, Gary (05)
Sales Development Manager
Tombstone Pizza Co.
101 Harlem Ave
Glenview, IL 60025
(708) 998-3909

Schaefer, Dieter (06)
Regional Sales Manager
Gillette Company
Pfarref-Anton-Darmstadt-Str.
06806 Viernhiem/Hess
Germany
062041637

Schailey, Robert (17)
3M/Media Networks, Inc.
530 Fifth Avenue
New York, NY 10036
(212) 536-7843

Schaudies, Jesse P. (12)
12 South Point Trail
Cat Island
Beaufort, SC 29902
(803) 524-6012

Schauf, Ken (05)
Supervisor, Military Sales
Western Publishing Co., Inc.
1220 Mound Avenue
Racine, WI 53404
(414) 631-1449

Schechter, Ed (16)
Kraft General Foods
3701 Gardenview Road
Baltimore, MD 21208
(301) 653-3404

Scheller, Helen (17)
Executive Business Media Inc.
825 Old Country Road
Westbury, NY 11590
(516) 334-3030

Scheurer, Tom C. (03)
Vice President
Noritake Co., Inc.
2454 Trade Mart
Dallas, TX 75207
(214) 742-9389

Schiller, Lee (23)
Vice President
G & B Packing Company, Inc.
Box 1647
Harrisburg, PA 17105
(717) 232-1984

Schimmel, Eddie (01)
Vice President - Sales
Sterling Downey Sales Co. Inc.
4954 Space Center Drive
San Antonio, TX 78218
(512) 661-8266

Schleigh, Rich (17)
Goody Products, Inc.
c/o Opti-Ray, Inc.
595 Smith Street
Farmingdale, NY 11735
(516) 694-4700

Schmidt, Kurt (12)
Sales Manager
Gelco Payment Systems, Inc.
1117 Perimeter Center West
Suite N-122
Atlanta, GA 30338
(404) 390-0907

Schmidt, Mark (05)
Supervisor, Military Accts.
Philip Morris U.S.A.
Woodfield Corp. Center II
300 N. Martingale Rd. #280
Schaumburg, IL 60173
(312) 605-9308

Schnippel, Norbert (16)
MCI Telecommunications Corp.
1650 Tyson Blvd.
Div. 3110 Location 022
McLean, VA 22102
(703) 903-1023

Schobloher, George P. (12)
Region Sales Manager
Planters Lifesavers Company
2995 Court Yards Dr.
Norcross, GA 30071
(404) 729-3204

Schoeberlein, Bill (16)
Area Sales Manager
VSA, Inc.
8618 Delegge Road
Baltimore, MD 21237
(301) 574-0428

Scholl, William N. (05)
Director Military Sales
Golden Valley Microwave Foods
7450 Metro Blvd.
Edina, MN 55439
(612) 896-4391

Scholter, Jim (13)
Account Manager
Eurpac Service Co., Inc.
120 Shirley Drive
Gulf Breeze, FL 32561
(904) 934-1740

Schreiber, L. S. (12)
V.P., Nat'l Accts. & Spec. Mkt
R. J. Reynolds Tobacco Co.
401 North Main Street
Winston-Salem, NC 27102
(919) 741-1621

Schroeder, W. A. (21)
400 No. Flagler Dr.
Apt. 502
West Palm Beach, FL 33401

Schroeder, Doug (10)
General Manager
Lusamerica Foods
1325 E. Julian Street
San Jose, CA 95116
(408) 294-6622

Schug, Mike (24)
Branch Manager
Nash Finch Company
P.O. Box 80699
Lincoln, NE 68501
(402) 474-5521

Schuler, A.B. (Tony) (10)
District Manager
Procter & Gamble Dist. Co.
Box 5096
San Ramon, CA 94583
(415) 867-4936

Schulte, Dick (05)
Executive Dircector
American Greetings Corporation
10500 American Road
Cleveland, OH 44144
(216) 252-7300

Schumaker, Scott R. (10)
Advertising Manager
Pacific Stars And Stripes
Unit 45002 Advert. Department
APO San Francisco, CA 96337-0007
81-3-3404-9447

Schumick, David J. (05)
Military Credit Manager
Borden, Inc.
180 East Broad St.
Columbus, OH 43215
(614) 225-4908

Schweers, Gordon (03)
National Account Manager
S & K Sales Co.
1231 Greenway Dr.
Suite #240
Irving, TX 75038
(214) 550-1669

Sckreptack, Mike (16)
Area Manager
Milbrands, Inc.
303 Riding Ridge Road
Annapolis, MD 21403
(301) 280-0436

Scott, Richard E. (17)
Johnson & Johnson
1611 Grouse Lane
Mountainside, NJ 07092
(201) 789-8420
201 789 8420 new off

Scott, R. H. (08)
President
Loyal Trading Int'l Ltd.
401 Wah Cheong Building
No. 1 Glenealy
Hong Kong
(852) 521-6103

Scott, Steve (03)
Milbrands, Inc.
Suite 400
16415 Addison Road
Dallas, TX 75248
(214) 931-2500
(49) 6196-25010

Scruggs, David (03)
VP Retail Sales
Bama Pie, Ltd.
Box 4829
Tulsa, OK 74159
(918) 592-0778

Seawell, E. R. "Tubby" (12)
Nabisco Brands
105 Belle Vista Court
Winston-Salem, NC 27106

See, David (10)
Region Account Manager
Planters Lifesavers Company
P.O. Box 7151
San Francisco, CA 94120
(415) 460-9613

See, David (15)
Regional Account Manager
Planters Lifesavers Company
P.O. Box 7151
Pleasanton, CA 94120
(415) 460-9613

Seekamp, George (17)
Executive Business Media Inc.
825 Old Country Road
Westbury, NY 11590
(516) 334-3030

Seeman, Robert W. (15)
Director of Marketing
Pentel Of America, Ltd.
2805 Columbia Street
Torrance, CA 90509
(213) 320-3831

Seibel, Jack F. (10)
Sales Manager, Gov't Division
Nestle Beverage Co.
Box 7449
San Francisco, CA 94120
(415) 546-4665

Sellers, J. Douglas (15)
Director of Sales & Marketing
Off Duty Publications
Suite C-2
3303 Harbor Blvd.
Costa Mesa, CA 92626
(714) 549-7172

Selna, Robert (10)
Director of Retail
Levi Strauss & Co.
1155 Battery Street LS/5N
Levi Plaza
San Francisco, CA 94120
(415) 544-6834

Serratt, Dennis (03)
Gillette Company
1522 Waterford Drive
Lewisville, TX 75067
(214) 318-0605

Seurkamp, Todd (05)
Account Manager
Hubert Company
9555 Dry Fork Road
Harrison, OH 45030-1906
(513) 367-8600

Sewell, Bob (06)
Account Mgr.
American Greetings Corporation
Bruckmannstrasse #6
7100 Heilbronn
Germany

Shaban, Greg (17)
Sr. V.P. Sales
Thompson Medical Company
919 Third Ave.
New York, NY 10022
(800) 862-4500

Shackelford, Bruce (16)
Military Specialist
McCormick & Company, Inc.
13306 Tannery Court
Fairfax, VA 22033
(703) 830-7715

Shafer, Jack D. (09)
Senior V.P., Development
Dunkin' Donuts, Incorporated
Box 317
Randolph, MA 02368
(617) 961-4000

Shane, Paul (24)
Area Manager
Philip Morris U.S.A.
6950 Heatherwood Dr. #154
Shawnee, KS 66217
(913) 268-7385

Shaner, Ken (05)
Government Divisional Sales Mg
Hubert Company
9555 Dry Fork Road
Harrison, OH 45030-1906
(513) 367-8600

Shannon, Ed (01)
District Manager
Bar-S Foods
7400 Blanco Rd.
#123
San Antonio, TX 78216
(512) 349-6301

Sharlin, Linda S. (17)
National Sales Manager
Off Duty Publications
Suite 1510
347 Fifth Ave.
New York, NY 10016
(212) 213-4612

Sharp, Lynn E. (05)
Vice President
Sharp's Distributing Company
Box 8
Crocker, MO 65452
(314) 736-2221

Sharp, John E. (05)
President
Sharp's Distributing Company
Box 8
Crocker, MO 65452
(314) 736-2221

Sharpe, J.W. (21)
Zone Manager
JNO H. Swisher & Son, Inc.
459 E. 16th Street
Jacksonville, FL 32206
(904) 353-4311

Shaw, Bill W. (04)
Government Sales Supervisor
Lorillard
Box 13157
Chesapeake, VA 23325

Sheehan, Mike (24)
Mgr/Military Sales
National Beef Packing Company
Box 978
Liberal, KS 67901
(316) 624-1851

Sheffer, Hank (04)
Tidewater Wholesale Grocery
Box 6236
Chesapeake, VA 23323
(804) 487-2586

Shell, Gary (16)
V.P. Merchandising & Marketing
B. Green & Company, Inc.
3601 Washington Blvd.
Baltimore, MD 21227
(301) 247-8300

Shelton, John (03)
Military Exchange Manager
Kraft General Foods
1402 Laurel Drive
Arlington, TX 76012
(817) 461-3709

Shepherd, Edward L. (04)
Military Consultant
Carson Products Company
3125 Field Road
Petersburg, VA 23805
(804) 733-5702

Sherer, John (05)
Regional Manager
C. Lloyd Johnson Co., Inc.
4978 Longford Rd
Dayton, OH 45424-2569
(513) 236-6818

Sherman, James (16)
Post Sales & Service, Inc.
8353 Ardwick Ardmore Rd
Landover, MD 20785
(301) 773-7711

Sherman, Ann (16)
General Manager
Post Sales & Service, Inc.
8353 Ardwick Ardmore Rd
Landover, MD 20785
(301) 773-7711

Sherman, Richard J. (11)
NW Regional Sales Mgr.
Weyerhaeuser Company
2016 23rd Ave., East
Seattle, WA 98112
(206) 329-5520

Sherrill, Scott (22)
Sales
Chalmers' Distributors, Inc.
9300 Billy the Kid Street
El Paso, TX 79907
(915) 858-1053

Shewciw, William (05)
Military Mgr.
Brown-Forman Beverage Company
850 Dixie Highway
Louisville, KY 40210
(502) 585-1100

Shields, Robert (10)
Military/Export Manager
Fleming Companies, Inc.
Box 43039
San Jose, CA 95161-9039
(408) 942-2251

Shier, Bobbie (15)
Credit Manager
International Multifoods
P.O. Box 5647
Riverside, CA 92517
(714) 782-7850

Shill, William S. (17)
Hiram Walker - G & W Inc.
23 Sheather Street
Hammondsport, NY 14840
(607) 569-2245

Shipman, Barrie D. (05)
Dir., Military Sales
Jockey International, Inc.
2300 60th Street
Kenosha, WI 53140
(414) 658-8111

Shoger, Wendy (05)
Group Marketing Manager
J. M. Smucker Company
Strawberry Lane
Orrville, OH 44667-0280
(216) 682-0015

Short, Steve (18)
Account Manager
Planters Lifesavers Company
15204 N. 51st Drive
Glendale, AZ 85306
(602) 928-8775

Shuman, W.B. "Dusty" (12)
Director, Military Sales
Capri Sun, Inc.
3945 Holcomb Bridge Rd.
Suite 300
Norcross, GA 30092
(404) 242-9251

Shute, Steve (14)
District Sales Manager
Mother's Cake & Cookie Co.
4770 Fox St. #21
Denver, CO 80216
(303) 320-6934

Sibik, Lov (05)
VP Retail Sales
Golden Valley Microwave Foods
7450 Metro Blvd.
Edina, MN 55439
(612) 835-6900

Sidari, Mick (17)
V.P. Biscuit Sales
Pepperidge Farm, Inc.
Box 5500
Norwalk, CT 06856
(203) 846-7466

Siedenburg, David M. (02)
Manager, Japan
Loyal Trading Int'l Ltd.
8 Takenomaru, Naka-Ku
Yokohama
Japan 231
(45) 661-0797

Sienicki, Steven A. (05)
Vice President Special Markets
Discwasher, Inc.
4310 Transworld Rd.
Schiller Park, IL 60176
(708) 678-9600

Sifnotis, George (05)
Credit Manager
Alberto-Culver Company
2525 Armitage Avenue
Melrose Park, IL 60160
(312) 450-3082

Silk, John R. (17)
Director Sales Accounting
Pepperidge Farm, Inc.
Box 5500
Norwalk, CT 06856
(203) 846-7153

Silvestri, Jim (10)
Treasurer
Marin Products Company
55 Frosty Lane
Ignacio, CA 94949
(415) 454-2434

Silvestri, Frank (10)
President
Marin Products Company
55 Frosty Lane
Ignacio, CA 94949
(415) 454-2434

Simmons, Sam (04)
Regional Military Sales Mgr.
Sunshine Biscuits, Inc.
Rt. 1- Box 178
New Kent, VA 23124

Simpson, Les (15)
Division Manager
AGS Foods, Inc.
P.O. Box 828
Calimesa, CA 92320
(714) 797-0101

Simpson, Susan K. (05)
Pet, Incorporated
Box 392
St. Louis, MO 63166
(314) 622-6585

Singer, Phillip (23)
President
Phil Singer Associates, Inc.
29 Olney Avenue
Box 3650
Cherry Hill, NJ 08034-0561
(609) 751-1500

Singer, Evan (23)
VP Marketing & Sales
Phil Singer Associates, Inc.
29 Olney Avenue
Box 3650
Cherry Hill, NJ 08034-0561
(609) 751-1500

Sinicropi, Mark A. (09)
Manager, Military Sales
Winter Hill Frozen Foods
2804 Route 89
Seneca Falls, NY 13148
(315) 568-8861

Sirridge, John (18)
V.P. Sales
Bar-S Foods
PO Box 29049
4041 N. Central Ave
Phoenix, AZ 85038-8049
(602) 264-7272

Siytangco, Joseph J. (25)
Representative/Agent
Seagram Global Markets Group
211 Asian Plaza
Buendia Ave., Makati
Philippines
8180527

Skelton, James H. (16)
Head Buyer
Wetterau Incorporated
PO Box 109
Williamsport, MD 21795
(301) 582-4990

Skinner, Patricia (23)
President
Skinner's Salted Nuts, Inc.
535 Route #17
Box 910
Ramsey, NJ 07465
(201) 327-3600

Skinner, Lester (23)
Vice President
Skinner's Salted Nuts, Inc.
535 Route #17
Box 910
Ramsey, NJ 07465
(201) 327-3600

Slater, Scott (03)
Vice President Marketing
Intercraft Industries, L.P.
One Intercraft Plaza
Taylor, TX 76574
(512) 352-8501

Slater, J. R. (17)
Director, Government Sales
Lorillard
One Park Avenue
New York, NY 10016-5896
(212) 545-3000

Slattery, Robert E. (01)
Area Manager
Milbrands, Inc.
3334 Nantucket
San Antonio, TX 78230
(512) 696-0614

Slattery, Martin J. (03)
Director, National Accounts
Schenley Affiliated Brands Inc
Suite 600
12770 Merit Drive
Dallas, TX 75251
(214) 450-6480

Sloan, Michael D. (16)
President
Sloan & Associates, P.C.
1761 Jamestown road
Williamsburg, VA 23185
(804) 220-1111

Slominski, Ron (16)
Military Sales Planning Mgr.
Pillsbury Company
Pillsbury Center, M.S. 24B2
Minneapolis, MN 55402
(612) 330-4244

Sloss, Walter (23)
Regional Manager, Exchange Div
Webco USA, Inc.
808 Broadmoor Road
Huntingdon Valley, PA 19006

Smaligo, Michael (05)
Manager, Credit and Accts. Rec
H. J. Heinz Special Markets
One River Front Place
New York, KY 41071
(606) 655-5150

Smalkin, Robert (17)
Director, Military Sales
Cosmair, Inc.
L'Oreal Cosmetics
575 Fifth Avenue
New York, NY 10017
(212) 984-4631

Smarr, Jerry L. (12)
Military Sales Manager
Super Valu Stores, Inc.
Box 105212
Atlanta, GA 30348
(404) 699-3794

Smauley, Greg (17)
Account Executive
George E. Abbott & Co., Inc.
92 West Main Street
Chester, CT 06412

Smiley, Jack (15)
Area Manager
Nestle Food Company
1671 Alvarado Avenue #7
Walnut Creek, CA 94596

Smith, Gregory (10)
Acct Mgr/Military Sales
Campbell Soup Company
Suite 150
2525 Natomas Park Drive
Sacramento, CA 95833
(916) 922-7081

Smith, Dennis E. (12)
Vice President-Sales
Carson Products Company
P.O. Box 22309
Savannah, GA 31403
(912) 651-3446

Smith, Barclay (05)
Eveready Battery Company, Inc.
Checkerboard Square
St. Louis, MO 63164
(314) 982-4048

Smith, Keith (17)
Director of Marketing
George E. Abbott & Co., Inc.
92 West Main Street
Chester, CT 06412
(203) 526-9531

Smith, Darrin (05)
Kraft General Foods
325 Debaliviere #309
St. Louis, MO 63112
(314) 361-4457

Smith, Kim (10)
Government Sales Supervisor
Lorillard
P.O. Box 4181
Burlingame, CA 94011
(415) 348-3924

Smith, Terry (03)
Territory Mgr.
Mennen Company
2306 Statler Drive
Carrollton, TX 75007
(214) 446-0810

Smith, Richard K. (24)
Area Manager
Milbrands, Inc.
5200 NW 83rd Terrace
Kansas City, MO 64151
(816) 587-9837

Smith, David (16)
Manager, National Accounts
Military Audits Of Market Info
4800 Montgomery Lane
Suite 700
Bethesda, MD 20814
(301) 718-7633

Smith, Lewis W. (06)
Executive Vice President
Offshore Marketing Associates
Adalbert-Stifter-Strasse 18
6904 Eppelheim
Germany
011-06221-764960

Smith, Diana (05)
Section Manager
Procter & Gamble Dist. Co.
PO Box 112
Cincinnati, OH 45201
(513) 562-5753

Smith, Robert (03)
District Manager
Rampart Marketing, Midwest
904 Askew
Midwest City, OK 73110
(405) 733-5800

Smith, Roy J. (15)
Regional Manager, Military
Seagram Global Markets Group
1449 Rosada Glen
Escondido, CA 92027
(619) 695-3925

Smith, Raymond N. (05)
Director of Sales
Soft Sheen Products, Inc.
1000 E. 87th Street
Chicago, IL 60619
(312) 978-0700

Smith, Robert (01)
Director-Military Sales
Sweeney and Company
11205 Powder Mill Trail
Austin, TX 78750
(512) 258-3629

Smith, Robert C. (01)
Director of Military Accounts
Sweeney and Company
2330 Roosevelt
San Antonio, TX 78210
(512) 533-1281

Smith, Steven O. (05)
National Sales Manager
Sweetheart Cup Company, Inc.
7575 S. Kostner Avenue
Chicago, IL 60652
(312) 767-3300
ext. 2476

Smith, Kenneth G. (03)
Military Sales Mgr.
Vernell's Fine Candies
4410 Clearwater Trail
Carrollton, TX 75010
(214) 492-6898

Smith, Sharon (04)
Webco USA, Inc.
901 N. Pitt Street
Alexandria, VA 22314
(703) 836-0414

Smith, Gregory A. (05)
National Acct. Sales Manager
Wm. Wrigley Jr. Company
410 North Michigan Avenue
Chicago, IL 60611
(312) 644-2121

Smyth, John (17)
V.P. - Sales
Tetley, Inc.
100 Commerce Drive
Shelton, CT 06484
(203) 929-9200

Snead, Jean (04)
Account Executive
C. Lloyd Johnson Co., Inc.
8031 Hampton Blvd.
Norfolk, VA 23505
(804) 423-2832

Snipes, Wanda (12)
Sales Representative
Lovette Company, Inc.
1110 Churchill Avenue
Wilson, NC 27893
(919) 291-6517

Snyder, John (24)
director of National Accounts
ConAgra Pet Products Co.
One Central Park Plaza
Suite #700
Omaha, NE 68102
(402) 449-7012

Soderquist, Robert C. (17)
Director, Special Markets
Revlon Government Sales, Inc. –
625 Madison Ave.
New York, NY 10022
(212) 527-6562

Sohner, Ron (05)
Manager
Sterling Software
Distribution Services Division
4600 Lakehurst Court PO 7160
Dublin, OH 43017-0760
(614) 793-7000

Solano, Pete N. (25)
Manager, Philippines
Loyal Trading Int'l Ltd.
Box 60
Olongapo City 2200, Zambales
Philippines
(47)222-5306

Solomon, Susan (17)
Manager Ftn.-Development
Pepsi-Cola Company
1 Pepsi Way
Somers, NY 10589
(914) 767-7118

Solorzano, Al (10)
Area Manager
Philip Morris U.S.A.
37749 Lilacview Ave.
Palmdale, CA 93550

Sondag, Richard J. (05)
President
Dunham & Smith Agencies, Inc.
Suite 400
800 St. Louis Union Station
St. Louis, MO 63103
(800) 772-6645

Sonefeldt, Paul L. (15)
Credit Manager
Beatrice/Hunt Wesson, Inc.
1645 West Valencia Drive
Fullerton, CA 92633-3899
(714) 680-2236

Song, Kim In (08)
Assistant Vendor Rep.
Milbrands, Inc.
c/o Mr. John McCarthy
Box 226 Yongsan Post Office
Korea

Sorrell, Charlie (10)
National Sales Director
Specialty Brands, Inc.
P.O. Box 7004
San Francisco, CA 94120
(415) 296-5870

Sorrentino, Robert J. (12)
Military Sales Mgr-Worldwide
S. C. Johnson Wax
675 Wesleyan Dr., SW
Atlanta, GA 30336
(404) 349-4550

Sosenko, Ron (06)
European District Manager
American Greetings Corporation
Am Anger 34A
8901 Muehlausen
Germany

Sosnicki, Joseph G. (17)
Best Foods/Div. Of Cpc Int'l
Box 8000
International Plaza
Englewood Cliffs, NJ 07632
(201) 894-2573

Soto, Cruz A. (04)
Account Representative
Gerber Products Company
3960 Huntwood Road
Richmond, VA 23235
(804) 276-4822

South, Ron (24)
Sr. V.P. Sales
ConAgra Pet Products Co.
One Central Park Plaza
Suite #700
Omaha, NE 68102
(402) 449-7010

Southern, Dave (12)
Exec. Director of Sales
Ciba Vision Corporation
2910 Amwiler Court
Atlanta, GA 30360
(404) 246-4260

Souza, Raymond (09)
Dunham & Smith Agencies, Inc.
53 Eleanor Street
North Dartmouth, MA 02747
(508) 996-6394

Spainhour, Ken (15)
Mission Foods
10587 Bernabe Drive
San Diego, CA 92129
(619) 672-2728

Sparber, Gary (15)
Southwest Military Manager
Anheuser-Busch, Inc.
Suite 720
505 S. Main Street
Orange, CA 92668-4586
(714) 543-6667

Sparks, Mike (04)
Director of Military Sales
Tropic-Cal, Inc
7 Bradford Court
Fredericksburg, VA 22405-2274
(703) 371-0078

Speanburg, John J. (03)
Director of Military Sales
Campbell Taggart, Inc.
P.O. Box 5101
Carrollton, TX 75011-5101
(214) 416-4385
(800) 527-7454

Spellacy, Bob (23)
Nat'l Accts, Sales Manager
Kiwi Brands Inc.
447 Old Swede Road
Douglassville, PA 19518
(215) 385-9265

Spence, Jack (16)
Military Sales Mgr.-NE
S. C. Johnson Wax
Suite F
6410 Dobbin Road
Columbia, MD 21045
(301) 992-7202

Spence, Robert C. (01)
National Sales Director
Uncle Ben's, Inc.
Box 1752
Houston, TX 77251-1752
(713) 674-9484

Sperry, Marc (04)
Key Acct. Mgr., Military
Pepsi-Cola Company
1194 Pineridge Rd.
Chesapeake Area
Norfolk, VA 23502
(804) 857-1251

Spertus, Phil (03)
President
Intercraft Industries, L.P.
One Intercraft Plaza
Taylor, TX 76574
(512) 352-8501

Spethmann, Guenter (06)
Emborg Foods GmbH
Daimlerstrasse 3
6374 Steinbach-Taunus
Germany
61-7170-0884

Spillane, T. Kelley (23)
Asst. Manager Spec Accts Zone
Carillon Importers Ltd
Glenpointe Centre West
Teaneck, NJ 07666-6897
(201) 836-7799

Spilman, Donald (10)
Harold S. Stein & Associates
2658 Bridgeway
Sausalito, CA 94965
(415) 332-6651

Spinder, Tim (05)
Div. Credit Manager-Retail
Swift-Eckrich, Inc.
2001 Butterfield Raod
Downers Grove, IL 60515-1049
(708) 512-1214

Spiritas, Steve (01)
President
Supreme Beef Processors, Inc.
5219 Second Ave
Dallas, TX 75210
(214) 428-1761

Spring, Mike (12)
Director, Sales & Marketing
Edwards Baking Co., Inc.
One Lemon Lane, NE
Atlanta, GA 30307
(404) 377-0511

Sprink, JoAnn J. (12)
Manager, Customer Services
R. J. Reynolds Tobacco Int'l
Box 2959
Winston-Salem, NC 27102
(919) 741-3971

Sproul, Sandra L. (11)
N.W. Territory Manager
George E. Abbott & Co., Inc.
1411 Lewis Road
Tacoma, WA 98465
(206) 565-8914

Squires, Ben (08)
Territorial Manager
Webco USA, Inc.
P.O. Box 137 Koza
Okinawa City
Japan-904
011-81-98-935-4156

Stagl, Deborah Ann (12)
Area Manager
Dunham & Smith Agencies, Inc.
102 Abbey Lane
Goose Creek, SC 29445
(803) 797-7795

Stagliano, Michael R. (17)
V.P. Control States Relations
Seagram Global Markets Group
375 Park Avenue
New York, NY 10152
(212) 572-7893

Stamile, Bob (12)
Area Military Sales Mgr.
Kraft General Foods
Suite E113
1117 Perimeter Ctr. W.
Atlanta, GA 30338
(404) 392-3286

Stang, William J. (05)
Southwest Military Sales Mgr.
Miller Brewing Company
3939 West Highland Blvd.
Milwaukee, WI 53201-0482
(414) 931-3620

Stanley, Jerald (04)
Field Sales Manager
Broudy-Kantor Co., Inc.
3501 E. Princess Anne Rd.
Norfolk, VA 23502
(804) 855-6081

Stanley, W. E. (12)
Military Sales Manager
Clorox Company, The
Suite 101
2498 Jett Ferry Rd.
Atlanta, GA 30338
(404) 396-2525

Staples, Richard (05)
Mgr. Distributor, Mil. Sales
Sargento Cheese Company, Inc.
Box 350
Plymouth, WI 53073-0350
(414) 893-8484
ext. 308

Stapp, Ric (03)
Territory Manager
Exchange Sales & Services
3501 N. MacArthur Blvd
Suite 400D
Irving, TX 75062
(214) 258-1955

Stapp, Sally J. (03)
Director of Sales
Exchange Sales & Services
3501 N. MacArthur Blvd
Suite 400D
Irving, TX 75062
(214) 258-1955

Stapp, Kenneth D. (03)
President
Exchange Sales & Services
3501 N. MacArthur Blvd
Suite 400D
Irving, TX 75062
(214) 258-1955

Stapp, Sally J. (03)
Director of Sales
FMG/Tsumura International, Inc
1111 W. Airport Freeway
Suite 147
Irving, TX 75062
(817) 430-0644

Stark, John (21)
Director of Purchasing
Affiliated Of Florida, Inc.
P.O. Box 31667
Tampa, FL 33631-3667
(813) 248-5781

Stauder, Cory (15)
Military Marketing Mgr.-West
Coors Brewing Company
4731 Golden Ridge Dr.
Corona, CA 91720
(714) 734-7724

Steed, Frank (03)
VP Sales, USA
Samsonite Corporation
11200 East 45th Avenue
Denver, CO 80239
(303) 373-2000

Steele, Buddy (03)
Military Buyer
Independent Grocers, Inc.
Box 2938
Abilene, TX 79605
(915) 692-1440

Steele, Michael (15)
Sales Manager
Sunkist Growers Inc.
720 E. Sunkist Street
Ontario, CA 91761
(714) 983-9811

Steelman, L. W. (04)
District Manager
Pinkerton Tobacco Co.
Box 11588
Richmond, VA 23230
(804) 287-3361

Stein, Harold S. (10)
President
Harold S. Stein & Associates
2658 Bridgeway
Sausalito, CA 94965
(415) 332-6651

Steinberg, Richard A. (17)
President
S & K Sales Co.
125 Greenwich Avenue
Greenwich, CT 06830-5594
(203) 869-7060

Steinell, Michael (15)
Jillson Distributors Inc.
Suite 100
9990 Empire St.
San Diego, CA 92126
(619) 566-8000

Stella, Steve (17)
AFN TV-Guide
Suite 1510
347 Fifth Ave.
New York, NY 10016

Stella, Del A. (17)
AFN TV-Guide
Suite 1510
347 Fifth Ave.
New York, NY 10016
(212) 684-7557

Stento, Ralph (05)
Mgr., Military Sales
Haagen-Dazs Company, Inc.
3100 Hergott Drive
Edgewood, KY 41017
(606) 331-4341

Stewart, Dennis K. (18)
Vice President
Anstar-Sales & Marketing Inc.
Suite 275
3200 North Hayden Road
Scottsdale, AZ 85251
(602) 945-9978

Stickles, Don (04)
Sales Representative
Bisek and Company, Inc.
14 W. Sunset Road
Hampton, VA 23669
(804) 723-5206

Stiers, Elizabeth L. (16)
Sr. National Acct. Manager
MCI Telecommunications Corp.
1650 Tyson Blvd.
McLean, VA 22102
(703) 903-1088

Stiles, Malcolm (10)
General Manager
Pacific Stars And Stripes
Unit 45002 Advert. Department
APO San Francisco, CA 96337-0007
81-3-3404-9447

Stiteler, Richard W. (16)
Area Credit Manager
Mid-Atlantic Coca-Cola Bottlg.
9779 Patuxent Woods Drive
Columbia, MD 21046
(301) 290-3150

Stone, Glen (03)
Special Markets District Mgr.
Brown & Williamson Tobacco
Suite 204
1701 W. Northwest Hwy
Grapevine, TX 76051
(817) 481-7364

Stone, R.E. "Rick" (10)
Harold S. Stein & Associates
2658 Bridgeway
Sausalito, CA 94965
(415) 332-6651

Stoneman, Randy (17)
Promotion Planning Mgr.
Colgate-Palmolive Company
300 Park Ave.
ATTN: Military Sales, PK-2
New York, NY 10022
(212) 310-2703

Stoudt, Bob (19)
Kraft General Foods
10262 Beaver Wood Cove
Collierville, TN 38017
(901) 853-3494

Stovall, Julian (04)
Director, Perishable Division
Webco Usa, Inc.
10800 Midlothian Turnpike
Suite 136
Richmond, VA 23235-4700
(804) 378-0840

Stowers, Ed (04)
President
Mohawk Marketing Corporation
149 Business Park Drive
Virginia Beach, VA 23462
(804) 499-8901

Stowers, Roger (04)
Eastern Regional Manager
Webco USA, Inc.
2301 Sleephill Road
Richmond, VA 23236
(804) 674-0901

Stratton, Edward L. (11)
Box 1049
Philomath, OR 97370

Street, James (05)
V.P. Sales & Marketing
Sunmark, Incorporated
8155 New Hampshire
St. Louis, MO 63123-2699
(314) 832-7575

Strobel, Clancy (10)
Region Product Manager
Kraft USA
Suite 300
6130 Stoneridge Mall Road
Pleasanton, CA 94588
(415) 734-6460

Strong, Chris (15)
Sabatasso Foods, Inc.
5151 Dunbar
#C
Huntington Beach, CA 92647

Struck, Tom (05)
Branch Manager
Nash Finch Company
Box 549
Cedar Rapids, IA 52406
(319) 393-3100

Stultz, Roger (16)
Peddler
Nestle Food Company
2018 Flinfeet Lane
Columbia, MD 21045
(301) 596-2928

Stumpf, Friedrich (06)
Director
Deutsche Sisi-Werke GmbH
Rudolf-Wild Strasse 4-6
6900 Heidelberg/Eppelheim
Germany
6221-799491

Sturm, Jack (05)
Vice President
A. Sturm & Sons, Inc.
215 Center Street
Manawa, WI 54949
(414) 596-2511

Suarez, C.G. "Neil" (21)
Vice President
Specialty Food Distributors In
4006 Airport Rd.
Plant City, FL 33567
(813) 752-8558

Suid, Richard (05)
Ross Laboratories
625 Cleveland Avenue
Columbus, OH 43216
(614) 898-5710

Sullivan, Edward C. (01)
432 Ridgemont
San Antonio, TX 78209

Sullivan, Gail ()
Assistant Credit Manager
Gillette Company
Gillette Park 6 K-5
Boston, MA 02106
(617) 463-3381

Sullivan, Kevin (10)
Area Military Sales Mgr.
Kraft General Foods
100 Halcyon Drive
Box 5500
San Leandro, CA 94577-0660
(415) 639-5003

Sullivan, Dan (14)
V.P. Sales
VSA, Inc.
P.O. Box 17387
4582 S. Ulster St Pkwy Ste 800
Denver, CO 80217
(303) 779-4900

Suminski, Jerry (16)
Vice President Sales
Schmidt Baking Company
7801 Fitch Lane
Baltimore, MD 21236
(301) 668-8200

Summers, Meg (03)
Commissary Region Manager
Eurpac Service Co., Inc.
9244 Flax Place
Riverside, CA 92503
(714) 688-5225

Summers, Doug (17)
Sales Manager, Overseas
Kraft General Foods
250 North Street (S2-3)
White Plains, NY 10625
(914) 335-2246

Summers, Rod (14)
Midwest Military Brokers, Inc.
P.O. Box 200042
Denver, CO 80220
(303) 320-0905

Sunata, Gary (10)
Military Sales Coordinator
JFC International, Inc.
540 Forbes Boulevard
S. San Francisco, CA 94080
(415) 871-1660

Susnjar, Stevan (21)
V.P.-Dir. Retail Sales & Mark.
Singleton Seafood Company
Box 2819
Tampa, FL 33601
(813) 241-1565

Sutherland, Ralph (05)
VP, General Manger
Alberto-Culver Company
2525 Armitage Avenue
Melrose Park, IL 60160
(312) 450-3166

Sutherland, Donald (16)
Region Sales Manager
Borden, Inc.
219 Somerset Road
Stevensville, MD 21666
(301) 937-2580
(301) 643-1868 Home

Sutphin, Ed (21)
Military Field Sales Mgr.
Lykes Pasco, Inc.
P.O. Box 97
Dade City, FL 34297-0097
(904) 567-5211
(800) 874-9061

Swanson, Gary (23)
Director of Data Processing
Scrivner of Pennsylvania, Inc.
1100 North Sherman Street
P.O. Box 589
York, PA 17405
(717) 755-1976

Swatt, Len L. (23)
N.E. Military Coordinator
Wetterau Incorporated
P.O. Box 298
Temple, PA 19560
(215) 929-5741
ext. 144

Swears, Robert (17)
Military Sales Manager
Seneca Foods Corporation
1162 Pittsford-Victor Road
Pittsford, NY 14534
(716) 385-9500

Sweat, James R. (12)
Asst. Credit Manager
Savannah Foods & Indust., Inc.
PO Box 339
Savannah, GA 31402
(912) 234-1261

Sweetman, Thomas B. (05)
President
T. Braden Sweetman & Assoc.
Box 426
Racine, WI 53401-0426
(414) 681-1990

Sweetman, Cora Lee (05)
Treasurer
T. Braden Sweetman & Assoc.
Box 426
Racine, WI 53401-0426
(414) 681-1990

Sykes, Joseph (21)
Area Manager
Philip Morris U.S.A.
13327 Lake George Pl.
Tampa, FL 33618

T

Tadaki, Ted (07)
Dunham & Smith Agencies, Inc.
98358 Ponohali Street
Aiea, HI 96701-2111
(808) 487-6844

Tait, James S. (17)
Director of Military Sales
Eastman Kodak Company
343 State Street
Rochester, NY 14650
(716) 724-4420

Takagishi, Ken (10)
Territory Manager
S & K Sales Co.
2121 Venus Drive
Sacramento, CA 95864
(916) 481-0309

Takani, Andy (02)
Mgr Matsushita Elec Ind Co Ltd
Panasonic Company
32 Fl., World Trade Center Bld
4-1 Hamamatsu-Cho
Tokyo 105 Japan

Takayama, Herb (07)
Area Manager
Philip Morris U.S.A.
7214 Alakoko Street
Honolulu, HI 96825
(808) 395-9921

Takei, Kaz (10)
Kikkoman International, Inc.
JFC International, Inc.
Suite 3600
50 California Street
San Francisco, CA 94111
(415) 956-7750

Tankersley, Don (19)
Associate
Tomlin Marketing
Box 1149
Fort Smith, AR 72902

Taton, Terry (24)
Kraft General Foods
606 Piatt Lane
Olathe, KS 66061
(913) 782-0861

Taylor, William (03)
Director, Finance & Admin.
Beverages, Foods & Service Ind
Inc. (Sub. Pepsico, Inc.)
5310 Harvest Hill Rd., #255
Dallas, TX 75230
(214) 934-1012

Taylor, Billie Ray (04)
Dunham & Smith Agencies, Inc.
800 Montgolfier Arch
Virginia Beach, VA 23455
(804) 497-6691

Taylor, Ross (03)
Kraft General Foods
7510 Wycliffe Lane
Lawton, OK 73505
(405) 536-6010

Taylor, Clyde S. (17)
Vice President
Military FSI, Inc.
550 East Main Street
Rochester, NY 14604
(716) 232-6560

Taylor, Joe C. (13)
Gen'l Sales Mgr., Specialty
Odom's Tennessee Pride Sausage
1201 Neely's Bend Road
Madison, TN 37115
(800) 327-6269

Taylor, Norman (12)
Regional Credit Manager
Planters Lifesavers Company
1100 Reynolds Blvd.
Greensboro, NC 27102
(919) 741-3486

Taylor, P. David (01)
Veterinary Staff Officer
US Army Staff Officer
US Army Health Services Comm.
Ft. Sam Houston, TX 78234-6000
(512) 221-6547

Tecca, Tom (21)
Affiliated Of Florida, Inc.
P.O. Box 31667
Tampa, FL 33631-3667
(813) 248-5781

Teddy, Pat (05)
Director, Military Sales
Lederle Consumer Health Prod.
9393 West 110th
Overland Park, KS 66210
(913) 451-6756

Teramoto, Terry (15)
Off Shore Sales Manager - MSG
Kenwood U.S.A. Corp.
2201 E. Dominquez Street
Long Beach, CA 90810
(213) 761-8215

Terrel, James R. (10)
Director, Credit Services
Del Monte Foods
P.O. Box 193575
San Francisco, CA 94119-3575
(415) 442-4669

Terrell, Fred (16)
N.E. District Manager
Carson Products Company
9017 Queen Maria Court
Columbia, MD 21045
(301) 992-0241

Thibodeau, Priscilla (09)
Manager, Sales Administration
Swarovski America Limited
2 Slater Road
Cranston, RI 02920
(401) 463-3000

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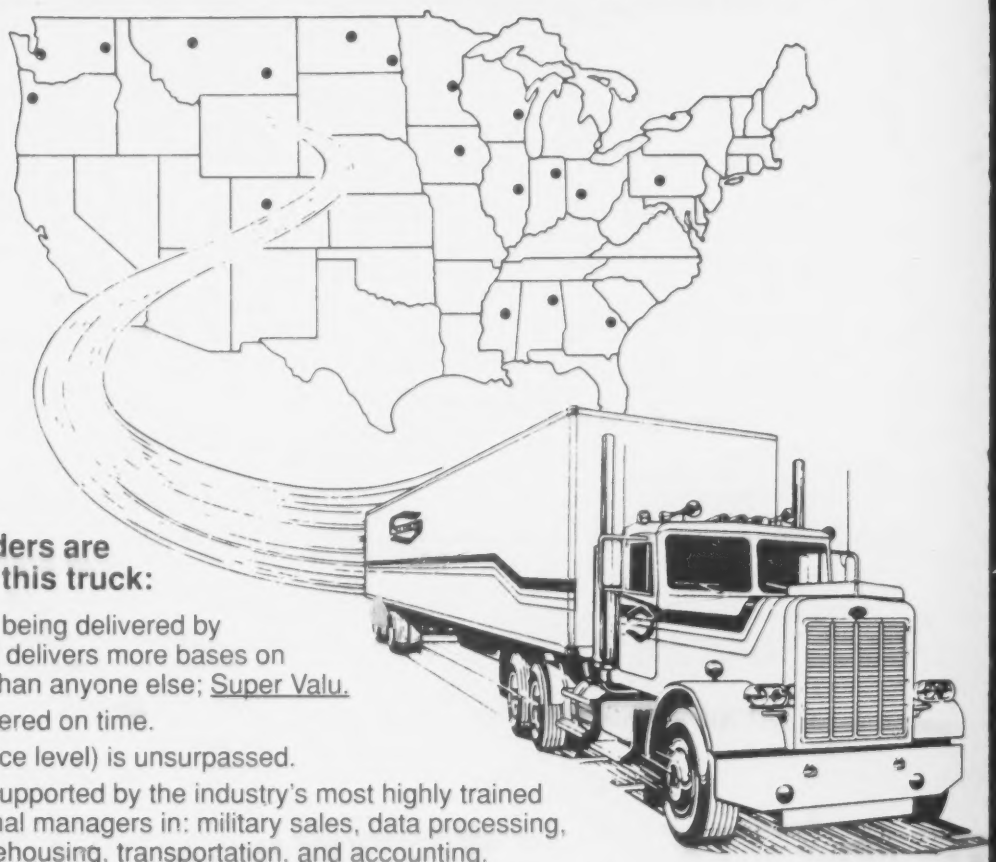
Super Valu Stores, Inc.
P.O. Box 990
Minneapolis, MN 55440
Chuck Tryon
Tel: 612-828-4214

Tony Murrell
Tel: 612-828-4258



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Sue Jones

Super Valu Stores, Inc.
Xenia, Ohio
Mark McLaughlin - Tel: 513-376-8693
Debbie Webb

Super Valu Stores, Inc.
Bismarck, North Dakota
Jerry Weist - Tel: 701-222-5654
Karen Kubisiak

Super Valu Stores, Inc
Atlanta, Georgia
Jerry Smarr - Tel: 404-699-3613
Barbara Stone

West Coast Grocery Company
Tacoma, Washington
Helmut Wilp - Tel: 206-593-3279
Bea Pearson/Lynn Wilson

West Coast Grocery Company
Spokane, Washington
Hal Swenson - Tel: 509-922-9560
Nan Kincaid

Super Valu Stores, Inc.
Anniston, Alabama
Charlie Palmgren - Tel: 205-235-3373
Tim Nicholson

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Thimme, Frederick H. (17)
Director of Marketing
UMEX Company
Greenwich Office Park
Bldg. No. 1, 51 Weaver Street
Greenwich, CT 06931
(203) 863-8724

Thoele, James F. (10)
Sr. Territory Manager
Mennen Company
4492 Sandalwood Drive
Pleasanton, CA 94566
(415) 846-3697

Thomas, Gil (03)
V.P., Sales Development
A & W Beverages, Inc.
3010 LBJ Freeway
Suite #728
Dallas, TX 75234
(214) 406-8383

Thomas, Larry (15)
Western Region Manager
Beatrice/Hunt Wesson, Inc.
2427 Camino Cc:so Rio
San Clemente, CA 92672-5661
(714) 661-8536

Thomas, Christina (04)
Marketing Manager
Pepsi-Cola Company
1194 Pineridge Rd.
Chesapeake Area
Norfolk, VA 23502
(804) 857-1251

Thomas, Steve (13)
Military Account Manager
Specialty Food Distributors
2600 Pandora Place
Pensacola, FL 32514-6158
(904) 479-3072

Thomas, Roy (04)
President
Webco USA, Inc.
901 N. Pitt Street
Alexandria, VA 22314
(703) 836-0414

Thomas, Rick (06)
Territory Manager, UK
Webco USA, Inc.
Langdale House
59 Silver Street, Ely
England

Thompson, Marshall (21)
President
Chitty & Co.
2225 Dennis Street
Jacksonville, FL 32203
(904) 354-3776

Thompson, Dennis (21)
Vice President
Chitty & Co.
2225 Dennis Street
Jacksonville, FL 32203
(904) 354-3776

Thompson, David A. (04)
Manager, Sales Planning
Eurpac Service Co., Inc.
Box 5686
Virginia Beach, VA 23455
(804) 460-1060

Thompson, Roger (17)
Regional Manager
Seagram Global Markets Group
502 Hoyt Street
Darien, CT 06820
(203) 322-9691

Thomson, Ken (05)
President
Discwasher, Inc.
4310 Transworld Rd.
Schiller Park, IL 60176
(312) 678-9600

Thor, Peter (10)
Vice President, Marketing
Tri/Valley Growers
Box 7114
San Francisco, CA 94120-7114
(415) 445-1734

Thornock, George H. (07)
Joan M. Johnson Co.
95-589 Wailoa Loop
Mililani, HI 96789
(808) 625-1646

Thornton, Doug (05)
Military Sales Manager
Carlisle Plastics, Inc.
Poly-Tech, American Western
1324 Kenton Road
Deerfield, IL 60015
(708) 945-4161

Thornton, Robert (05)
Corp Logistics Manager
Swift-Eckrich, Inc.
2001 Butterfield Raod
Downers Grove, IL 60515-1049
(708) 512-1725

Thrower, Mitchell (03)
Director of Military Sales
Tyson/Tastybird/Holly Farms
P.O. Box 2020
Springdale, AR 72764-2020
(800) 643-3410

Thurnbeck, Robert J. (06)
Vice President-Europe
M. J. Daniel Company, Inc.
Sudetenstr. 11
8502 Zirndorf
Germany
0911608389

Tibbitts, Ken (21)
Regional Military Sales Mgr.
Tropicana Products Sales, Inc.
Western Region
4401 Huntington Woods
San Antonio, TX 78249
(800) 237-9611

Tierney, Donald J. (03)
Military Sales Manager
Jimmy Dean Foods
(Jimmy Dean/Rudy's Farms)
8000 Centerview Parkway #400
Cardova, TN 38018
(901) 753-1600

Tierney, John E. (17)
Mgr., Sales Planning/Promotion
Warner-Lambert Company
201 Tabor Road
Morris Plains, NJ 07950
(201) 540-2418

Tietgens, Ed (12)
Vice President
C. B. Ragland Company
2720 Eugenia Avenue
Nashville, TN 37211
(615) 259-4622

Tigert, Karen (03)
Sales Production Manager
ERLY Food Group
16825 Northchase
Suite 1600
Houston, TX 77060
(713) 872-7423

Tillemans, Robert J. (15)
General Sales Mgr-Govt. Sales
Nestle Food Company
800 N. Brand Blvd
Glendale, CA 91203
(818) 549-6671

Tjoflat, Jim (12)
Nat'l Military Sales Manager
Tom's Foods, Inc.
Box 60
Columbus, GA 31994
(404) 323-2721

Todd, W. R. (05)
Brown & Williamson Tobacco
930 Roosevelt Parkway
Suite 130
Chesterfield, MO 63017

Todd, Joseph F. (17)
Regional Advertising Manager
Executive Business Media Inc.
P.O. Box 1500
825 Old Country Road
Westbury, NY 11590
(516) 334-3030

Togtman, Robert (05)
Credit Department, 15th Floor
Wm. Wrigley Jr. Company
410 North Michigan Avenue
Chicago, IL 60611
(312) 644-2121

Tomada, Jovito (25)
Philippine Area Manager
HI-PAC, Ltd.
#12 B Stella Maris Street
Capitolyo Pasig
Philippines
011-81-631-9248

Tomlin, Reg M. (12)
President
Tomlin Marketing
Box 323
St. Simons Island, GA 31522
(912) 638-7623

Tomomatsu, Craig (07)
Salesman
Gillette Company
770 Kapiolani Blvd.
Room 415
Honolulu, HI 96813
(808) 521-2635

Toney, Jerry (12)
Vice President, Sales
A. Sturm & Sons, Inc.
216 Riverwalk Boulevard
Simpsonville, SC 29681
(803) 963-1877

Toole, Graeme (06)
European Exchange Manger
Sarvis, Inc.
Wiesbadener Strasse 20 a
6238 Hofheim-Wallau
Germany
001-49-6122-15081

Toole, Donald P. (16)
Military Sales Area Manager
Upjohn Company
11809 Enid Drive
Potomac, MD 20854
(301) 983-1308

Tope, Robert E. (01)
Sales Representative
Webco USA, Inc.
4531 Hawthorn Woods
San Antonio, TX 78249
(512) 493-9825

Toscano, Larry A. (10)
Regional Manager
S & K Sales Co.
607 Galen Drive
San Jose, CA 95123
(408) 224-8468

Totoritis, Gerry (23)
President
Scrivner of Pennsylvania, Inc.
1100 North Sherman Street
P.O. Box 589
York, PA 17405
(717) 755-1976

Toy, Anna (10)
Manager of Logistics
California Pacific Associates
Box 16901
San Francisco, CA 94116
(415) 665-2650

Traicoff, Andrew (05)
Market Manager
J. M. Smucker Company
Strawberry Lane
Orrville, OH 44667-0280
(216) 682-3000

Traver, Rick (15)
Senior Region Sales Manager
Nissin Foods (USA) Co., Inc.
2001 W. Rosecrans Ave.
Gardena, CA 90249
(213) 321-6153

Travis, Bob (01)
O.K. Foods, Inc.
P.O. Box 1787
Ft. Smith, AR 72902
(800) 643-2506

Trawick, A.D. (05)
Procter & Gamble Dist. Co.
Box 599
Cincinnati, OH 45201
(513) 983-2911

Treanor, Lori (17)
Manager Ftn.-Development
Pepsi-Cola Company
1 Pepsi Way
Somers, NY 10589
(914) 767-7118

BETHEL-ECKERT ENTERPRISES, INC. • B. GREEN & COMPANY, INC. • CHALMERS DISTRIBUTING, INC. • CWO DISTRIBUTION, INC. • STERLING DOWNEY SALES CO., INC. • FRONT RANGE DISTRIBUTORS, INC. • THE LEWIS BEAR COMPANY • MILITARY DISTRIBUTORS, INC. • MILITARY DISTRIBUTORS OF VIRGINIA • SHARPS DISTRIBUTING • TIDEWATER WHOLESALE GROCERY • C & S WHOLESALE GROCERY • C & S WHOLESALE • JILLSON DISTRIBUTORS • LANDMARK MILITARY • SPILMAN COMPANY, INC. • SCRIVNER, INC. • NASH FINCH COMPANY • S. PRAWER & CO.

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Trettel, John R. (05)
Operations Manager
General Mills, Inc.
Military Region - 6BT
Box 1113
Minneapolis, MN 55440
(800) 826-6438

Trinka, Cheryl (17)
Military Sales Representative
3M/Media Networks, Inc
530 Fifth Avenue
New York, NY 10036
(212) 536-7846

Trinque, Jeannine (09)
VP/Operations
Internal Audit Bureau, Inc.
PO Box 258
Uncasville, CT 06382
(717) 689-0590

Tripi, Anthony (16)
Program Manager
IBM Corporation
IBM Corp. 101/087
9500 Godwin Drive
Manassas, VA 22110
(703) 367-1325

Tripp, Leslie (15)
Product Mgr./Marketing
Sunkist Growers Inc.
720 E. Sunkist Street
Ontario, CA 91761
(714) 983-9811

Trivento, John F. (21)
Vice President-Operations
Affiliated Of Florida, Inc.
P.O. Box 31667
Tampa, FL 33631-3667
(813) 248-5781

Trivers, Pete (17)
V.P. International Sales
Pepperidge Farm, Inc.
Box 5500
Norwalk, CT 06856
(203) 846-7000

Tual, Deborah (17)
Associate Marketing Manager
Nestle Food Company
100 Manhattanville Road
Purchase, NY 10577
(914) 251-5340

Tucker, James (21)
Assistant Controller
Isaly Klondike Company
5400 118th Avenue, North
Clearwater, FL 34620
(813) 572-7088

Tudda, Dominic (23)
National Sales Manager
Goody Products, Inc.
969 Newark Turnpike
Kearny, NJ 07032
(201) 997-3000

Turner, Mary E. (23)
Credit & Collections Rep.
Nabisco Foods Company
50 New Commerce Blvd.
Wilkes Barre, PA 18762
(717) 820-1231

Tuthill, J. Glenn (14)
Manager, Exchange Service
Trans European Marketing, Inc.
Suite 303
1510 E. 9th Ave.
Denver, CO 80218
(303) 860-8403

Tyson, Shawn (01)
Military Field Sales Mgr.
Coca-Cola Foods
Box 2079
Houston, TX 77252
(713) 888-5316

Tyson, Troy (04)
Kraft General Foods
14402 Deer Meadow Drive
Midlothian, VA 23112
(804) 744-8242

U

Ulehla, Tony (16)
Eastern Military Manager
Anheuser-Busch, Inc
1001 North 19th Street
Suite 1210
Arlington, VA 22209
(703) 524-2766

Ulis, Margo (10)
Military Coordinator
Select Foods, Inc.
22885 Amador Street
Hayward, CA 94541
(415) 785-1000

Uniacke, Keith (05)
VP Canned Branded
Stokely USA, Inc.
626 Wisconsin Ave
Oconomowoc, WI 53066
(414) 567-1731

Upshaw, Jackie (10)
Western Region Manager
Johnson & Johnson
8319 Brittany Drive
Dublin, CA 94568
(415) 803-0785

Urbanski, Jena (05)
Account Manager
Hubert Company
9555 Dry Fork Road
Harrison, OH 45030-1906
(513) 367-8600

Urie, Jim (17)
Director-Business Development
Eurpac Service Co., Inc.
170 Mason Street
PO Box 1787
Greenwich, CT 06836-1787
(203) 622-8400

Uzzel, Lawrence (05)
Manager, Military Sales
Kraft USA
Kraft Court, 3W
Glenview, IL 60025
(708) 998-2999

V

Vaiculevich, Chuck (05)
Dir., International Mil. Sales
Super Valu Stores, Inc.
Box 990
Minneapolis, MN 55440
(612) 828-4061

Valdes, Ramon ()
Box 8693
Santurce, PR 00910

Van Emburg, Richard S. (21)
General Manager
Overseas Service Corporation
Domestic Commissary Division
1100 Northpoint Parkway
West Palm Beach, FL 33407
(407) 683-4090

Van Heerde, John (01)
John Morrell & Company
4914 Fernlake
San Antonio, TX 78244
(512) 666-0120

Van Veghl, Paul F. (01)
Sales Manager
Kraft USA
12722 O'Connor Road
San Antonio, TX 78233
(512) 590-4004

Vance, Bill (14)
Territory Manager
Overseas Service Corporation
11434 N. 76th Place
Arvada, CO 80005
(303) 423-8756

Vancisin, Rick (09)
Military Market Manager
Gorton's of Gloucester
38 Rogers St.
Gloucester, MA 01930
(508) 283-3000

VanDerveer, James D. (17)
Sales/Opers. Assistant
Johnson & Johnson
Military Sales
Grandview Rd., A 218
Skillman, NJ 08558
(908) 874-1000

Vass, Richard J. (15)
Procter & Gamble Dist. Co.
4812 Courageous Lane
Carlsbad, CA 92008
(619) 729-5742

Vasta, Christopher (06)
District Sales Mangager
R. J. Reynolds Tobacco Int'l
Bernerstrasse 107
6000 Frankfurt/Main 56
Germany
0695073636

Veach, William (12)
National Sales Manager
Schreiber Foods, Inc.
Brown Mart Tower
Suite 536
Birmingham, AL 35203

Vella, Alexander R. (05)
Military Sales Manager
DowBrands, Inc.
Personal Care Division
P.O. Box 1221
Minneapolis, MN 55440
(612) 571-1234

Venables, Joseph (23)
Chairman & C.E.O.
Brigade Brands, Ltd.
1913 Atlantic Avenue
Manasquan, NJ 08736-9998
(908) 528-8010

Venables, Steven K. (23)
President
Brigade Brands, Ltd.
1913 Atlantic Avenue
Manasquan, NJ 08736-9998
(908) 528-8010

Venezia, Ray (06)
Director European Operations
Sarvis, Inc.
Wiesbadener Strasse 20 a
6238 Hofheim-Wallau
Germany
001-49-6122-15081

Verchick, Alan (15)
General Manager
American Fish & Seafood
550 Ceres Ave
Los Angeles, CA 90013
(213) 612-0350

Verstandig, Harry (21)
General Manager
Chitty & Co.
2225 Dennis Street
Jacksonville, FL 32203
(904) 354-3776

Vesey, Pat (15)
National Account Manager
Kodalux Processing Services
Division of Qualex
2103 El Camino Real Suite 108B
Oceanside, CA 92054
(609) 722-4751

Vestal, F.H. (12)
Military Sales Coordinator
R. J. Reynolds Tobacco Co.
401 North Main Street
Winston-Salem, NC 27102
(919) 741-2614

Vicha, Jessie (05)
The Drummers
405 N. Wabash
River Plaza
Chicago, IL 60611
(312) 664-8906

Vickers, William (21)
Director of Marketing
Overseas Service Corporation
1100 Northpoint Parkway
West Palm Beach, FL 33407-1948
(407) 683-4090

Vigna, John (05)
Eastern Zone Manager
Carl Buddig and Company
950 West 175th Street
Homewood, IL 60430-2040
(708) 798-0900

Villarruel, Richard (06)
Pepsi Cola International
Pepsi-Cola Company
Larchenstrasse #14
Queinersbach Germany
Germany 6791

Vincent, Arnie (12)
Liggett Group Inc.
300 North Duke St.
Durham, NC 27702
(919) 683-9244

Vogt, Bob (15)
Sr. Account Executive
Mattel, Inc.
5150 Rosecrans
Hawthorne, CA 90250
(213) 978-5430

Volker, Ken (01)
District Manager
Impel Marketing Inc.
P.O. Box 160009
San Antonio, 78280-2209
(313) 398-0973

W

Wade, C. A. (04)
Vice President, Marketing
A. Sturm & Sons, Inc.
251 Brookwood Road
Staunton, VA 24401
(703) 886-1011

Wadley, Mark (03)
Military Sales
Independent Grocers, Inc.
Box 2938
Abilene, TX 79605
(915) 692-1440

Wadsworth, Richard G. (08)
Area Manager
Dunham & Smith Agencies, Inc.
P.O. Box 58
Songtan City, Kyonggi-do
S Korea 459-110
0333 62-3553

Wagaman, Issac P. (15)
Box 512
Valley Center, CA 92082

Waggoner, Tony (14)
Special Markets Account Mgr.
Brown & Williamson Tobacco
10911 Hermosa Court
Northglenn, CO 80234
(303) 452-9822

Wagner, Jim (04)
Sales Manager
John K. Kealy Company
1801-A Sara Drive
Cheapeake, VA 23320
(804) 424-9891

Wahl, Douglas (06)
Managing Director
Racke International
Box 3540
6500 Mainz
Germany
06131/555 251

Wales, Larry (11)
Account Representative
Oscar Mayer & Co. Inc.
Suite 340
11400 S.E. 8th Street
Bellevue, WA 98004
(206) 453-6377

Walker, Jim (03)
Commissary Area Manager
Eurpac Service Co., Inc.
3401 Charleston Drive
Cibolo, TX 78108
(512) 629-2934

Walker, Ron (11)
Sales & Marketing Planner
H. J. Heinz Special Markets
300 E. Mallard Drive
Suite 150
Boise, ID 83706
(208) 338-8832

Walker, Mark (05)
Vice President
T-Chek Systems, Inc.
Corporate Payments Serv. Div.
8100 Mitchell Road
Eden Prairie, MN 55344
(612) 934-3413

Wallace, Anne-Marie (01)
Central Sales Manager
Sarvis, Inc.
16550 Henderson Pass #1218
San Antonio, TX 78232
(512) 494-7691

Waller, Karen (19)
Corporate Credit Manager
ConAgra Poultry
422 North Washington
El Dorado, AR 71730
(501) 863-1650

Waller, Thomas J. (05)
Director, Export Sales
Miller Brewing Company
3939 West Highland Blvd.
Milwaukee, WI 53201-0482
(414) 931-3109

Walrath, Hank (21)
Dir. National Accts.
Sarvis, Inc.
6111 Gazebo Park Place N.
Jacksonville, FL 32257
(904) 292-9009

Walsh, Ed (17)
National Sales Manager
Army Times Publishing Company
Su. 5902
153 E. 53rd Street
New York, NY 10022
(212) 753-1040

Walsh, Michael J. (23)
President
Walsh Trading Company
11B South Gold Drive
Robbinsville, NJ 08691
(609) 587-7700

Walters, Tammy P. (12)
Senior Unit Manager
Colgate-Palmolive Company
535 Betsy Road
Charleston, SC 29407
(803) 763-2893

Ward, Mike (16)
Sales Manager
Halperin Distribution Corp.
4801 Forbes Blvd.
Lanham, MD 20706
(301) 731-5600

Ward, Jack (12)
Chief Executive Officer
Hanes Underwear
Box 3019
Winston-Salem, NC 27102
(919) 744-3541

Ward, Carl D. (17)
Director Special Markets
Tambrands Inc.
One Marcus Avenue
Lake Success, NY 11042
(516) 358-8574

Wash, Myron N. (10)
USAF Retired
5574 E. Madison
Fresno, CA 93727
(209) 255-4661

Waterman, Randy (11)
Territory Manager
Overseas Service Corporation
508 9th Street, N.W.
Puyallup, WA 98371
(206) 841-3880

Watkins, Lucien A. (23)
Credit Manager-Military
Nabisco Biscuit Company
50 New Commerce Blvd.
Wilkes-Barre, PA 18762
(717) 820-1721

Watkins, V.W. (Gus) (06)
President & General Manager
Trans European Marketing, Inc.
Roentgenstrasse 4
6078 Nue Isenberg
Germany
06102-34088

Watson, Hugh M. (11)
Sales Representative
C. Lloyd Johnson Co., Inc.
818 34th Ave., NW
Gig Harbor, WA 98335-7812

Watson, M. E. (Mike) (04)
General Mills, Inc.
408 Esmont Court
Chesapeake, VA 23320
(804) 436-2806

Watson, Lyndol (01)
Unit Manager
Kraft USA
12722 O'Connor Road
San Antonio, TX 78233
(512) 590-4004

Watson, David (06)
Area Supervisor
Philip Morris U.S.A.
Bruckner Strasse 8
6790 Landstohl
Germany

Way, Ron (03)
Military Manager West
M & M/Mars
5300 Brouette Ct.
Plano, TX 75023
(214) 596-8950

Webb, Debbie (05)
Super Valu Stores, Inc.
1003 Bellbrook Avenue
Xenia, OH 45385
(513) 376-8691

Weber, Nick (15)
President & CEO
CWO Distribution
13530 Rosecrans Ave.
Santa Fe Springs, CA 90670
(213) 802-8802

Weckwerth, Peter (04)
Eastern Military Sales Manager
Procter & Gamble Dist. Co.
Noxell Division
Box 5709
Virginia Beach, VA 23455-5709
(804) 431-0850

Wedge, Bill (17)
Nabisco Foods Company
7 Sylvan Way
Parsippany, NJ 07054
(201) 682-6736

Weedon, Joe (15)
Western Region - Manager
KASCO Corp.
13332 E. Amar Road
Industry, CA 91746
(818) 369-1921

Wegner, Jackie (05)
Director of Military Sales
Pabst Brewing Company
917 West Juneau Ave.
PO Box 766
Milwaukee, WI 53201
(414) 223-3641

Weingartner, Regis (08)
Territorial Manager
California Pacific Associates
P.O. Box 543 Koza
Okinawa City
Japan 904
81989394471

Weingartner, Regis "Wine" (08)
Manager, Okinawa
Loyal Trading Int'l Ltd.
P.O. Box 543 Koza
Okinawa City
Japan 904
81989394471

Weinstein, Mike (17)
Executive Vice President
A & W Beverages, Inc.
709 Westchester Avenue
White Plains, NY 10604-9998
(914) 397-1700

Weisberg, Richard (17)
Area Manager
Philip Morris U.S.A.
Rd 1 - Box 937
Middletown, NY 10940
(914) 343-0321

Weiss, Dana (03)
Vice-Pres. Sales
Mattel, Inc.
P.O. Box 58424
Dallas, TX 85258
(214) 748-8081

Weist, Jerry (24)
Military Sales Mgr.
Super Valu Stores (Bismarck)
P.O. Box 5506
Bismarck, ND 58502
(701) 222-5654

Welch, Carol (03)
A & W Beverages, Inc.
3010 LBJ Freeway
Suite #728
Dallas, TX 75234
(214) 406-8383

Weldon, Don C. (19)
Special Accounts Manager
Maybelline Sales Corporation
1476 Rocky Meadows Trail
Cordova, TN 38018-9337
(901) 757-8438

Weller, John (03)
Sales Manager
The Hartz Mountain Corporation
719 109th Street
Arlington, TX 76011
(817) 640-6413

Wells, Dave (05)
Dir. of Operations
Rayovac Corporation
601 Rayovac Drive
Madison, WI 53711
(608) 275-4426

Wells, Dave (05)
V.P. National Accounts
Schering-Plough Healthcare
3030 Jackson Ave.
Memphis, TN 38151
(901) 320-2695

Wells, Ken (01)
President
Texaco Lubricants Company
PO Box 1404
Houston, TX 77210-4427
(713) 752-6000

Wentworth, Justin (08)
President
Lloyd & Heinz, Ltd.
P.O. Box 500
Japan
(81) 98932-9647

Werner, Ken (12)
National Sales Manager
Goodmark Foods, Inc.
Box 18300
Raleigh, NC 27619
(919) 872-2880

Werst, Harry K. (03)
3127 Stadium Drive
Fort Worth, TX 76109

Wescott, Art (04)
Assistant Regional Manager
C. Lloyd Johnson Co., Inc.
8031 Hampton Boulevard
P.O. Box 9448
Norfolk, VA 23505
82333-634838

Wesley, Rebecca (13)
Military Sales Manager
Fleming Companies, Inc.
Box 398
Geneva, AL 36340
(205) 684-3631

Wessberg, George (15)
Manager Military Sales
Frito-Lay, Inc.
8755 N. Magnolia Ave.
Santee, CA 92071
(619) 449-3800

West, Kevin (15)
Account Executive
Armed Forces Communications
214 East Gutierrez St.
Santa Barbara, CA 93101
(212) 360-1960

West, J. Richard (03)
Regional Manager
C. Lloyd Johnson Co., Inc.
P.O. Box 160968
Irving, TX 75016
(214) 791-1404

Westley, David (16)
Systems Engineer
IBM Corporation
IBM Corp. 101/087
9500 Godwin Drive
Manassas, VA 22110
(703) 367-1325

Westman, Jerry (17)
Gen Sales Mgr-Armed Forces
UMEX Company
Greenwich Office Park
Bldg. No. 1, 51 Weaver Street
Greenwich, CT 06931
(203) 863-8725

Wheedleton, Carroll (16)
HQ Account Manager
R. J. Reynolds Tobacco Co.
2190 Pimmit Dr.
Falls Church, VA 22043
(703) 821-8718

Wheeler, Robert F. (12)
Vice President, Customer Dev.
DowBrands, Inc.
Box 368
Greenville, SC 29602
(803) 967-5321

White, John (21)
National Sales Manager
JNO H. Swisher & Son, Inc.
459 E. 16th Street
Jacksonville, FL 32206
(904) 353-4311

White, Robert B. (05)
Director Military Sales & Mktg
Pillsbury Company
M.S. 24B2
Pillsbury Center
Minneapolis, MN 55402
(612) 330-7467

White, Jeff (12)
Military Sales Manager-East ZN
Pillsbury Company
821 Oak Knoll Circle
Mt. Juliet, TN 37122
(615) 758-7469

White, Lawrence (08)
Territorial Manager
R. J. Reynolds Tobacco Int'l
727 Banchi, Ojana
Ginowan City
Japan 901
81988985388

White, Ray (14)
President
Rampart Marketing, Inc.
P.O. Box 159
USAFA, CO 80840-1590
(719) 488-3582

White, John E. (12)
President/Wholesale Division
Thomas & Howard Company
Box 947
Columbia, SC 29202-0947
(803) 788-5520

White, Erma (16)
D.C. Sales
VIP Sales Company, Inc.
P.O. Box 6244
Arlington, VA 22206
(703) 379-2700

White, Greg (19)
V.P., Asst. Dir. of Corp. Mark
Wetterau Incorporated
8920 Pershall Road
Hazelwood, MO 63042
(314) 524-5000

Whitehouse, Mark (17)
Mobil Chemical Company
1169 Pittsford-Victor Road
Pittsford, NY 14534
(716) 248-5700

Whitlock, Robert (12)
Controller
Thomas & Howard Company
Box 947
Columbia, SC 29202-0947
(803) 788-5520

Whitson, Fred (05)
Gov't Accounts Manager
Keebler Company
One Hollow Tree Lane
Elmhurst, IL 60126
(708) 833-2900

Widzgowski, Thomas M. (23)
Regional Manager
European Designer Fragrances
Div. of Ralph Lauren Fragrance
29 Bissett Place
Metuchen, NJ 08840
(908) 548-3849

Wiegand, Ann (04)
Dir. Military Sales Worldwide
Calvin Klein Cosmetics Corp.
4621 Ocean View Avenue
Virginia Beach, VA 23455
(804) 363-9277

Wiemals, L (15)
Pentel Of America, Ltd.
2805 Columbia Street
Torrance, CA 90509
(213) 320-3831

Wiggins, Rose (04)
S. Schwartz Sales, Inc.
2500 Tarkington Ct.
Chesapeake, VA 23322
(804) 421-4861

Wiggins, Anita (24)
Invoice Manager
Swift-Eckrich, Inc.
8725 Rose Hill Road
Suite 311
Lenexa, KS 66215
(913) 894-4020

Wigmore, Robert L. (04)
Vice President of Sales
A. H. Robins Company
Consumer Products Division
PO Box 26609 1405 Cummings Dr.
Richmond, VA 23261-6609
(804) 257-2785

Wilhelm, John D. (05)
President
Consolidated Federal Dist.
P.O. Box 19707
Louisville, KY 40259
(502) 363-6052

Wilhelm, Richard L. (06)
General Mgr., Military Sales
Philip Morris U.S.A.
Wilhelm-Leuschner Strasse 7
6000 Frankfurt/Main 1
Germany

Wilkinson, John (14)
Retail Merchandiser
Campbell Soup Company
4955 Fabray Lane
Colorado Springs, CO 80922
(719) 574-4511

Wilks, Chris (07)
V.P./General Manager
Hawaiian Distributors L.T.D.
98-746A Kuahao Place
Pearl City, HI 96782
(808) 488-8408

Will, Christopher J. (12)
Group Product Manager
Planters Lifesavers Company
P.O. Box 64
Winston-Salem, NC 27102
(919) 741-5316

Will, Bill (05)
Exec. V.P. Military Sales
Wetterau Incorporated
P.O. Box 848
Bloomington, IN 47402
(812) 332-9302

Willertz, Ellen (16)
Territory Manager
Webco USA, Inc.
1821 Severn Hills Lane
Severn, MD 21144
(301) 551-1675

Williams, Roger (12)
Region Manager
C. Lloyd Johnson Co., Inc.
3654 Hill Breeze Road
Virginia Beach, VA 23452
(804) 486-1586

Williams, Roger M. (11)
Business Manager
C. Lloyd Johnson Co., Inc.
P.O. Box 2477
Gig Harbor, WA 98335
(206) 857-3977

Williams, Chuck L. (03)
Military Account Manager
General Mills, Inc.
3120 Joseph Court
Bedford, TX 76021
(817) 571-9384

Williams, T. Raymond (16)
Counsel
Gino Morena Enterprises
c/o T. Raymond Williams
1850 K Street, NW Suite 500
Washington, DC 20006
(202) 778-8140

Williams, George (11)
John Labatt Foods
1500 Valley River Drive
Eugene, OR 97401
(503) 686-9600

Williams, Lewis W. (17)
Director, Military Sales
Johnson & Johnson
Grandview Rd., A219
Skillman, NJ 08558
(908) 874-2350

Williams, Patricia (03)
Customer Service
Jostens Inc.
PO Box AC
Denton, TX 76201
(817) 387-6611

Williams, Eli (04)
Military Sales Rep.
Mid-Atlantic Coca-Cola Bottlg.
2000 Monticello Avenue
Norfolk, VA 23517
(804) 625-5811

Williams, Ben (13)
Account Mgr.
Nabisco Biscuit Company
541 Trade Center
Montgomery, AL 36108
(205) 263-3495

Williams, Glynn (13)
Area Manager
Philip Morris U.S.A.
4611 Citadel Drive
Pensacola, FL 32514
(912) 764-7700

Williams, J.B. (05)
Director, Credit & Collection
Ross Laboratories
625 Cleveland Avenue
Columbus, OH 43216
(614) 898-5623

Williams, Maria (15)
St. Ives Laboratories, Inc/USA
Suite 100
151 Yorba Street
Tustin, CA 92680
(714) 731-7237

Willis, Craig (05)
Asst. Int'l. Mil. Sales Mgr.
John Morrell & Company
250 E. Fifth Street
Cincinnati, OH 45201
(513) 852-3568

Willis, Jim (16)
Military Sales Manager
United Shell Fish Co., Inc.
P.O. Box 146
Grasonville, MD 21638-0146

Willman, James (12)
Assistant Director-IS
Tom's Foods, Inc.
900 8th Street
Columbus, GA 31994
(404) 323-2721
ext. 576

Wilp, Helmut (11)
Director of Military Sales
West Coast Grocery Company
Box 2237
Tacoma, WA 98401
(206) 593-3279

Wilson, Joyce L. (04)
Manager, Military Sales
A. H. Robins Company
Consumer Products Division
PO Box 26609 1405 Cummings Dr.
Richmond, VA 23261-6609
(804) 257-2776

Wilson, Lynn (11)
Account Manager
West Coast Grocery Company
Box 2237
Tacoma, WA 98401
(206) 593-3279

Winegardner, William (05)
Director of Field Sales
NutraSweet Company
P.O. Box 900
1751 Lake Cook Road
Deerfield, IL 60015
(708) 940-9800

Wing, Daniel (15)
Credit Manager
DEP Corporation
2101 East Via Arado
Rancho Dominguez, CA 90220
(213) 604-0777
ext. 351

Winker, Randy (05)
Vice President-Retail Sales
Sargento Cheese Company, Inc.
Box 350
Plymouth, WI 53073-0350
(414) 893-8484 ext. 309

Winkler, Bob (05)
Brown & Williamson Tobacco
P.O. Box 35090
Louisville, KY 40232

Winslow, Henry L. (01)
Dunham & Smith Agencies, Inc.
2626 Pebble Breeze
San Antonio, TX 78232-4137
(512) 491-0988

Wirth, Harold (16)
9515 E. Bexhill
Kensington, MD 20895

Wirtz, Debbie (05)
Military Accounting Supervisor
Sargento Cheese Company, Inc.
Box 350
Plymouth, WI 53073-0350
(414) 893-8484
ext. 416

Wise, Dennis W. (06)
Dunham & Smith Agencies, Gmbh
Birkenstrasse 7
6451 Ronneburg 1
Germany

Wise, Daniel (17)
VP On-Premise Marketing
Pepsi-Cola Company
1 Pepsi Way
Somers, NY 10589
(914) 767-7827

Wiswall, Jack (17)
General Manager-RLF
European Designer Fragrances
Div. of Ralph Lauren Fragrance
575 Fifth Ave.
New York, NY 10017
(908) 984-4481

Witke, Bill (10)
Division Manager
Mother's Cake & Cookie Co.
810 81st Avenue
Oakland, CA 94621-2583
(415) 569-2323

Wittenberg, Liz (15)
Sales Representative
American Fish & Seafood
550 Ceres Ave
Los Angeles, CA 90013
(213) 612-0350

Witter, Gary (12)
V.P., Exchange Division
Dixon Marketing, Inc.
Box 1618
Kinston, NC 28501-0618
(919) 522-2022

Wodyka, Joe (17)
Director of Sales
Bertolli USA, Inc.
300 Harmon Meadow Boulevard
Secaucus, NJ 07094
(201) 863-2088

Woischke, Wolfgang (06)
European Division Manager
Eurpac Service Co., Inc.
Otto-Hahn Strasse 12
6072 Dreieich
Germany
0 61 0337 1001

Wolfe, D. J. (05)
Dir. of Sales Inst/Food Serv.
Solo Cup Company
1700 Old Deerfield Road
Highland Park, IL 60035
(312) 831-4800

Wolfson, Morton E. (05)
45 Graymoor Lane
Olympia Fields, IL 60461

Wonderly, Steve (24)
Marketing Manager
Marion Merrell Dow, Inc.
9551 Rock Point Drive
Kansas City, MO 64114
(816) 966-4000

Wong, Emiliano A. (25)
District Manager
Dixon Marketing, Inc.
73 Robin St.
Nepo Subd.
Phillipines2009

Wood, Kari (10)
Nestle Beverage Co.
345 Spear Street
San Francisco, CA 94105
(415) 546-4600

Wood, Richard (15)
Material Dept. Deputy
NSC San Diego
1251 Sea Village Drive
Candiff b/the Sea, CA 92007
(619) 436-5290

Wood, Terry (12)
Corporate Dir. of Mil Sales
Wetterau Incorporated
PO Box 2941902
Charleston, SC 29419-9002
(803) 797-6700

Woods, Terry (05)
Sales Controller
Swift-Eckrich, Inc.
2001 Butterfield Raod
Downers Grove, IL 60515-1049
(708) 512-1725

Wooten,, Sidney C. (12)
V.P. Marketing Sales
Lane Limited
2280 Mountain Ind. Blvd.
Tucker, GA 30084
(404) 934-8540

Work, Robert W. (21)
VP, Finance
Isaly Klondike Company
5400-118th Avenue North
Clearwater, FL 34620
(813) 572-7088

Worsham, Patrick (03)
National Military Sales Mngr.
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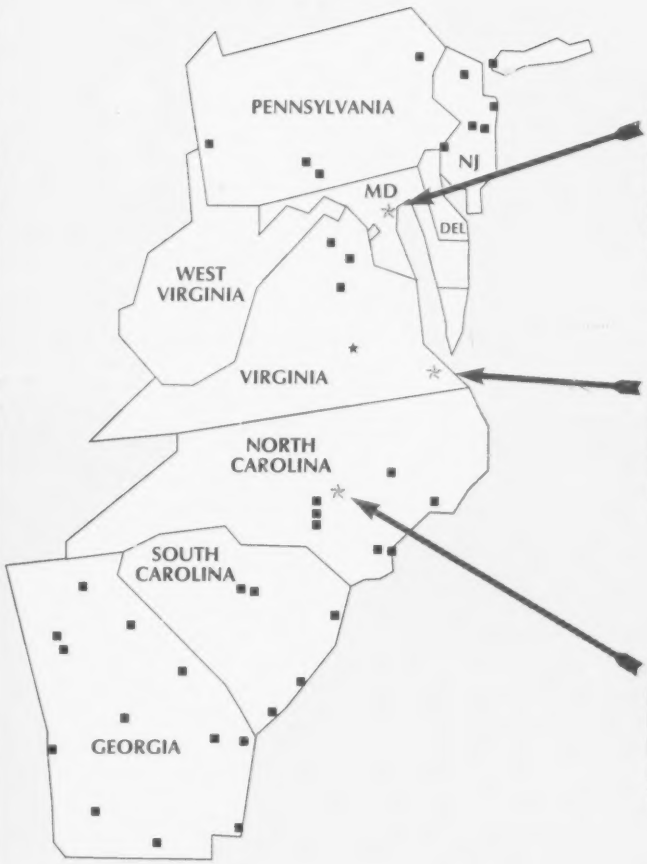

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B. Green & Company, Inc.
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Contact: Ron Ritchie
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Contact: John Beacham
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Contact: Albert Lockamy
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Worton, Edgar (16)
Military Sales Manager
M. Polaner, Inc.
Box 6056
Silver Spring, MD 20906
(301) 942-0507

Wren, Gayden (17)
Executive Business Media Inc.
Box 1500
825 Old Country Road
Westbury, NY 11590
(516) 334-3030

Wrenn, W. B. "Sonny" (12)
Brown & Williamson Tobacco
Box 3306
Marietta, GA 30061
(404) 428-3266

Wright, Michael A. (13)
Senior Unit Mgr.
Colgate-Palmolive Company
5909 Live Oak Court
Mobile, AL 36609-2613
(205) 660-0446

Wright, Bob (11)
John Labatt Foods
1500 Valley River Drive
Eugene, OR 97401
(503) 686-9600

Wright, Marcus (11)
Dir., Business Planning & Dev.
John Labatt Foods
1500 Valley River Drive
Eugene, OR 97401
(503) 686-9600

Wright, Lonnie (21)
Kraft General Foods
10993 Creekview Drive
Jacksonville, FL 32225
(904) 642-9456

Wright, David L. (09)
Sales Rep.
Nakielny Sales Associates, Inc
1031 Flat Hill Raod
Lunenbrug, MA 01462
(508) 582-9634

Wright, Tony (06)
Sales Representative
Philip Morris U.S.A.
53 Saxon Way
England

Wyatt, Jon (16)
Sales Representative
C. Lloyd Johnson Co., Inc.
6154 Old Brentford Court
Alexandria, VA 22310
(703) 922-6393

Wyder, Eileen (05)
Account Manager
Hubert Company
9555 Dry Fork Road
Harrison, OH 45030-1906
(513) 367-8600

Y

Yankey, Linda (04)
Manager of Government Sales
Wampler-Longacre Chicken, Inc.
Subsidiary of WLR Foods, Inc.
P. O. Box 275
Broadway, VA 22815
(703) 896-7000

Yannuzzi, John (01)
Division Manager
Milbrands, Inc.
6331 Bay Meadows Drive
San Antonio, TX 78244
(512) 661-5109

Yarchiever, Arnie (15)
President
5-Starr Distributors, Inc.
1552 Cedar Avenue
Ontario, CA 91761
(714) 947-1721

Yarvis, Stephen H. (17)
Director, Special Markets
Mennen Company
East Hanover Avenue
Morristown, NJ 07960
(201) 631-9079

Yeats, Patricia A. (03)
District Manager
Impel Marketing Inc.
P.O. Box 500
Coppell, TX 75019
(214) 471-1758

Yohannes, Bahta (17)
Managing CO-OP Director
International Development Corp
41 Heisser Lane
Farmingdale, NY 11735
(516) 293-4008

Young, Ray (11)
Western Zone Manager
Carl Buddig and Company
Suite 112
515 116th Ave. NE
Bellevue, WA 98004
(206) 454-1386

Young, Thomas P. (17)
V.P., Trade Development
Carter-Wallace, Inc.
1345 6th Avenue
New York, NY 10105
(212) 339-5163

Younger, Charley (16)
Military Specialist
McCormick & Company, Inc.
5256 Lonsdale Drive
Springfield, VA 22151
(703) 978-6084

Z

Zahrt, Curtis (24)
Head Buyer
Nash Finch Company
800 Catail Rd.
Lincoln, NE 68521
(402) 474-5521

Zalewski, Dave (11)
Webco USA, Inc.
33762 32nd Ave., S.W.
Federal Way, WA 98023
(206) 952-5038

Zasada, Terry (12)
Schreiber Foods, Inc.
PO Box 19010
Green Bay, WI 54301-9010
(803) 681-5430

Zech, Terri (23)
Lenox China & Crystal
100 Lenox Dr.
Lawrenceville, NJ 08648
(609) 896-2800

Zehendner, Roland (05)
V.P. of Sales Development
Kellogg Sales Company
Box 3599
1 Kellogg Square
Battle Creek, MI 49016-3599
(616) 961-3746

Zelno, Henry T. (17)
Gen. Sales Mgr./Gov't Sales
Nestle Food Company
100 Manhattanville Road
Purchase, NY 10577
(914) 251-5340

Ziegelbein, Douglas E. (04)
Sales Representative
C. Lloyd Johnson Co., Inc.
4105 Edinburg Drive
Virginia Beach, VA 23452
(804) 463-1993

Ziegler, Lee (14)
Area Manager
S & K Sales Co.
261 Toledo Street
Aurora, CO 80011-2710

Ziemba, Barry (05)
Area Manager
Philip Morris U.S.A.
32634 Greenland Ct.
Livonia, MI 48154
(313) 422-8584

Zilinek, Frank M. (09)
Director
Gillette Company
Government Markets Division
Gillette Park-8E
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LHOB—Longworth House Office Building
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JOHN GLENN (D-OH), CHAIRMAN
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393 HSOB Ph: (202) 224-4944

Timothy E. Wirth (D-CO)
380 RSOB Ph: (202) 224-5852

Robert C. Byrd (D-WV)
311 HSOB Ph: (202) 224-3954

JEFF BINGAMAN (D-NM), CHAIRMAN
524 HSOB Ph: (202) 224-5521

Dan Coats (R-IN))
Ranking Minority Member
407 RSOB Ph: (202) 224-5623

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Timothy Wirth (D-CO)
380 RSOB Ph: (202) 224-5852

Richard Shelby (D-AL)
313 HSOB Ph: (202) 224-5744

ALAN J. DIXON (D-IL), Chm
331 HSOB Ph: (202) 224-2854

Strom Thurmond (R-SC)
217 RSOB Ph: (202) 224-5972

Dan Coats (R-IN)
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Trent Lott (R-MS)
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Connie Mack (R-FL)
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136 HSOB Ph: (202) 224-5824

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513 HSOB Ph: (202) 224-2621

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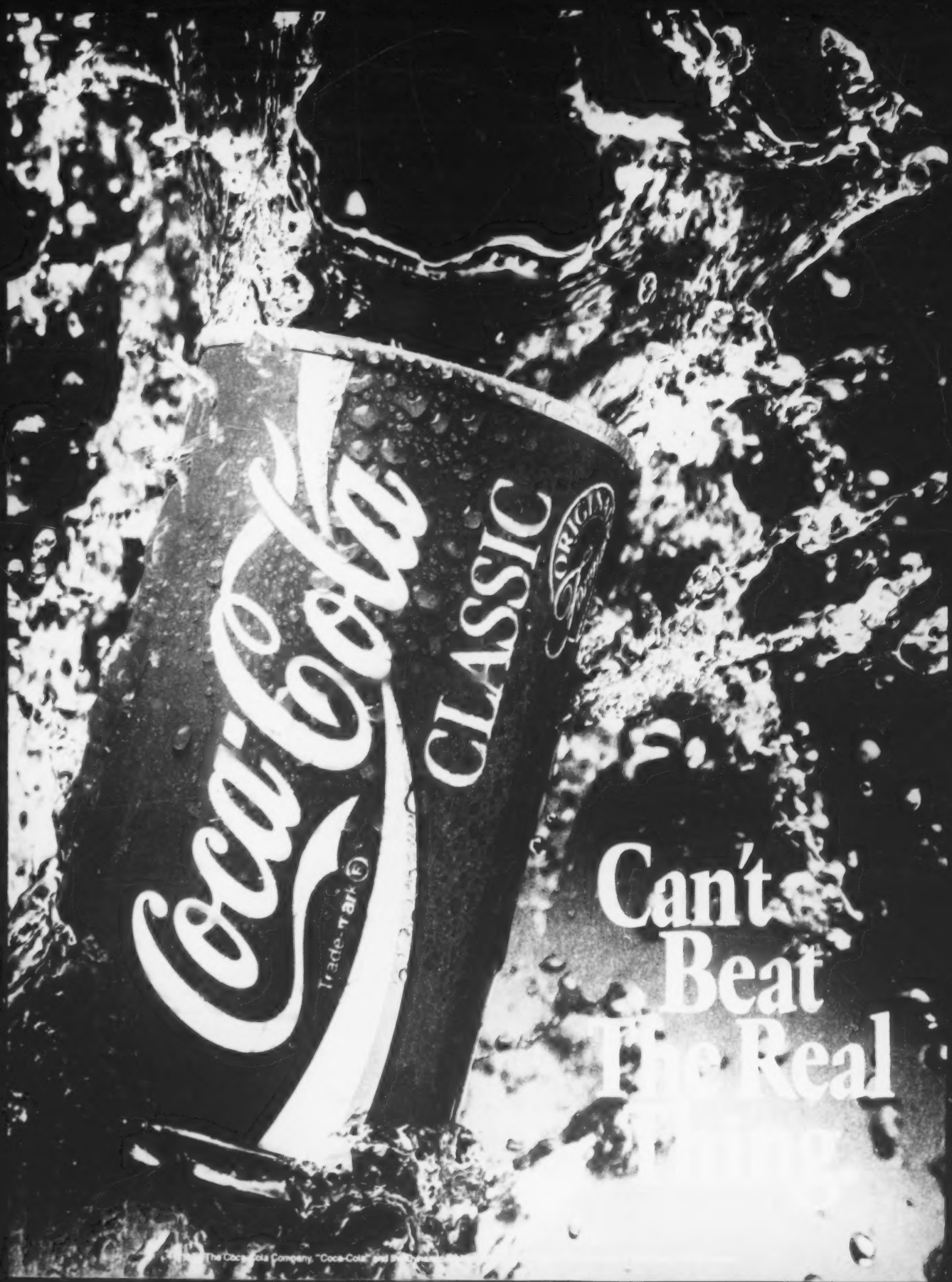
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DANIEL K. INOUYE (D-HI), Chm
722 HSOB Ph: (202) 224-3934

Tom Harkin (D-IA)
531 HSOB Ph: (202) 224-3254

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Ranking Minority Member
427 DSOB Ph: (202) 224-6621

Ted Stevens (R-AK)
522 HSOB Ph: (202) 224-3004

E.J. (Jake) Garn (R-UT)
505 DSOB Ph: (202) 224-5444

Robert W. Kasten (R-WI)
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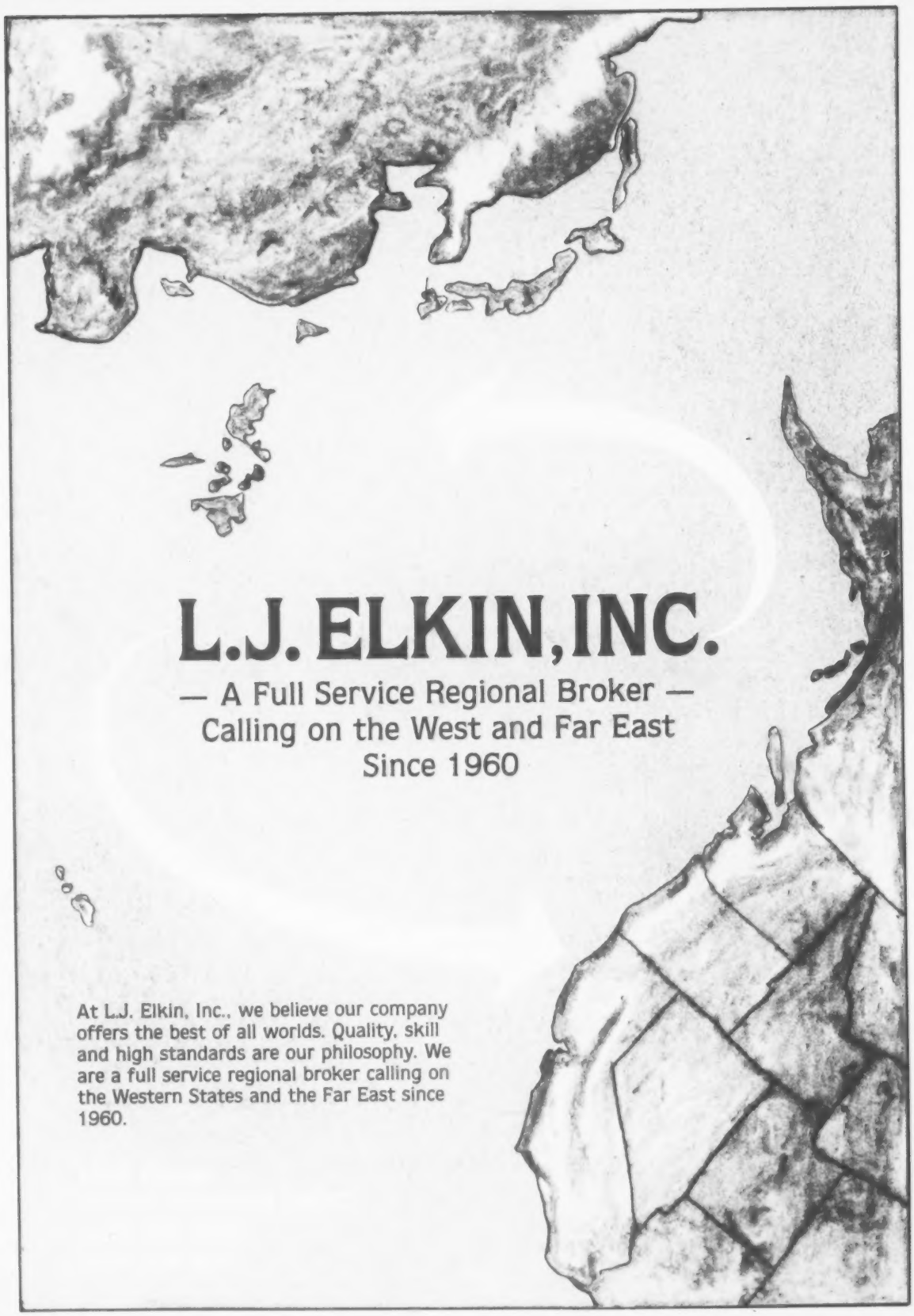

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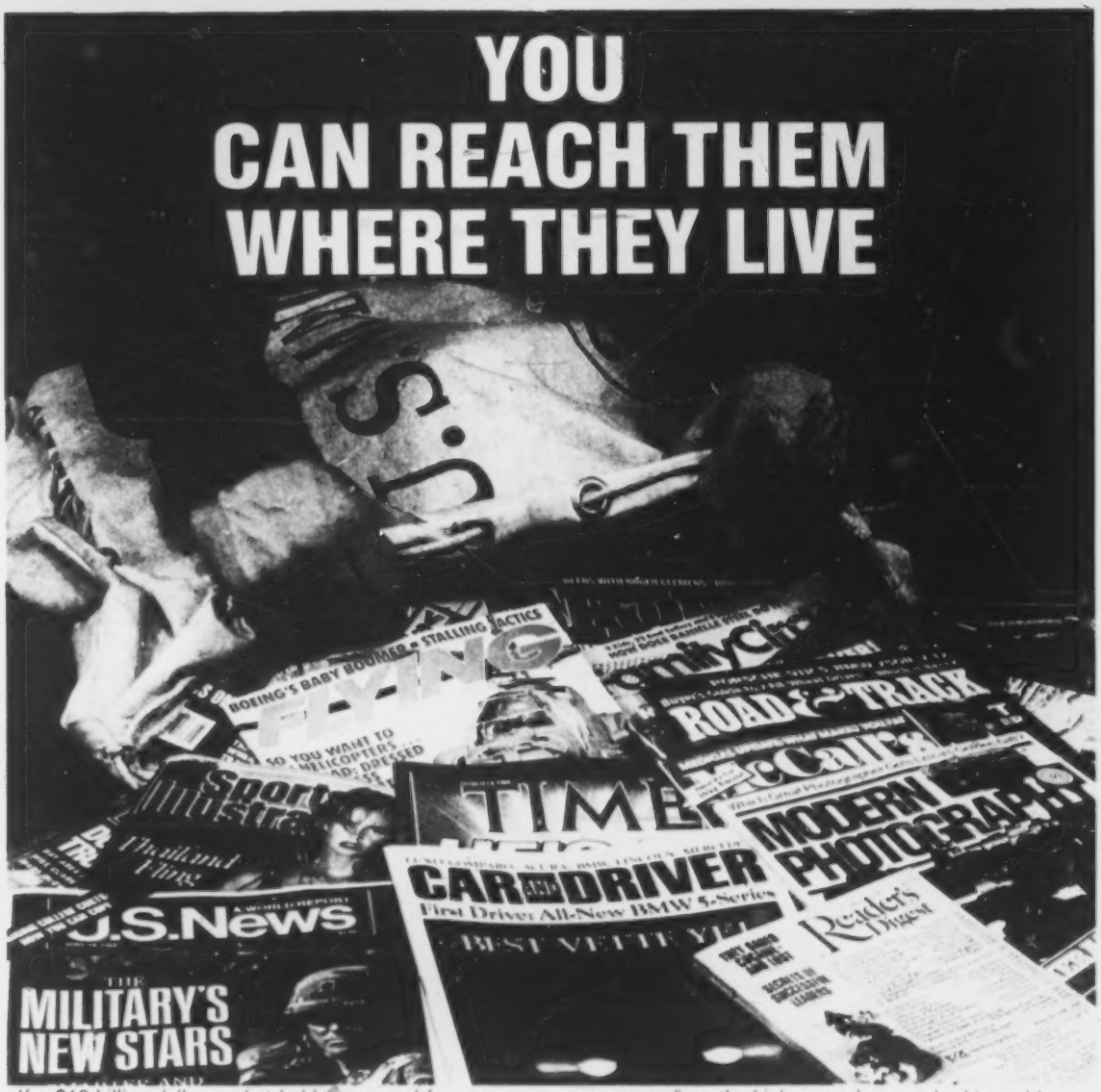

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CAPT Donald G. Foster, USN
(804) 734-2467/2456

C/Strategic Plans Division
Gordon Jones
(804) 734-2456

C/Quality Improvement Division
Steven K. Randol
(804) 734-2456

C/Analysis Division
C. Deene Gott
(804) 734-2456

Personnel & Training Director
S. Dwight Hall
(804) 734-2363/2439

C/Equal Employment Opportunity
Marcus G. Lashley
(804) 734-2363/2439

C/Programs & Data
James T. Navary
(804) 734-2363/2439

C/Military Personnel Division
Lt. Col. James C. White, USAF
(804) 734-2363/2439

C/Commissary Continuing Education Division
James Hobbins
(804) 734-2363/2439

C/Civilian Personnel Management Division
Winfred L. Hasty III
(804) 734-2363/2439
(804) 862-4049/3673

C/Career Management Branch
Kristen D. Ogden
(804) 734-2363/2439
(804) 862-4049/3673

C/Civilian Personnel Policy Branch
Roger L. Preslar
(804) 734-2363/2439
(804) 862-4049/3673

DeCA Liaison Office
Room 5E487 (OSD Mail Room 3D139)
The Pentagon
Washington, DC 20301-3000
FAX: (703) 695-3650
DSN 224-9225, 225-3650

Chief
Col. William T. Fowler, USAF
Dan Sclater
Sam Cresanti
(703) 614-9225

Mission and Purpose

The mission of the Defense Commissary Agency is to provide an efficient and effective worldwide system of commissaries for resale of groceries and houshold supplies to commissary patrons at the lowest practical price, consistent with quality. Commissary patrons include members of the military services, retirees, members of the reserves and national guard, and family members. It is to provide a training environment for wartime support operations; provide troop issue subsistence support to military dining facilities in accordance with the needs of the services; manage and operate a system with 22,000 people, encompassing more than 415 Department of Defense commissaries worldwide, and totaling more than $6 billion in annual sales.

Organization

Headquartered at Fort Lee, Virginia, the Defense Commissary Agency is a worldwide system of seven regions, six in the continental United States, and one in Europe. The Northeast Region headquarters is at Fort Meade, Maryland; Central Region headquarters at Little Creek Naval Amphibious Base, Norfolk, Virginia; Southern Region (including Puerto Rico, Cuba, and Panama), headquarters at Maxwell Air Force Base, Montgomery, Alabama; Midwest Region headquarters at Kelly Air Force Base, San Antonio, Texas; Southwest Region, headquarters at Marine Corps Air Station El Toro, Santa Ana, California; Northwest/Pacific Region (including Japan, Korea, Okinawa, Guam, Hawaii, and Alaska), headquarters at Fort Lewis, Washington; Europe Region, headquarters at Ramstein Air Base, Germany. Two service centers perform accounting, bill paying and contracting functions: the East Service Center, located at Fort Lee, Virginia and the West Service Center at Kelly Air Force Base, San Antonio, Texas.

CENTRAL REGION

Defense Commissary Agency
Naval Amphibious Base, Little Creek
Building 3345
Norfolk, Va. 23521-5330
Phone: (804) 460- 1785
FAX: 804-460-9381
DSN 680-8929

Director
Cecil E. Saunders
(804) 460-3779

Deputy Director
Dennis A. Syracuse
(804) 460-3770

Auditor
Vacant
(804) 460-xxxx

Senior Enlisted Advisor
MSCM (SW) Robert Arnold
(804) 460-3779

Chief/Facilities
Vacant
(804) 460-3779

C/Personnel & Training
Carole Johnson
(804) 460-3770

C/Contracting
Patricia Garrett
(804) 460-3770

C/Operations Division
Lewis Stroud
(804) 460-1785

C/Logistics Branch
Henry Brigstock
(804) 460-0424/2109

C/Store Operations Branch
Gerry Guerrein
(804) 460-1785/1987

C/Merchandising Branch
Richard Walker
(804) 460-4541/4551

C/Resource Management Division
C. P. Favale
(804) 460-1785

C/Information Resource Management Division
Karen Flores
(804) 460-1785

Gateway District
Det. 332/FCS, Bldg 1980
Scott AFB, IL 62225
FAX: (618) 744-0250
DSN FAX: 576-0250

Chief/Vacant
(618) 256-5711

MIDWEST REGION

Defense Commissary Agency
Building 3030
Kelly Air Force Base, TX 78241-6290
Phone: (512) 925-6274
FAX: (512) 925-3948
DSN 945-6048/6049

Commander
Col. James H. Scott, USAF
(512) 925-6655

Deputy to the Commander
Ronald Renaud
(512) 925-6274

Auditor
Ann Brown
(512) 925-xxxx

Senior Enlisted Advisor
CMSgt Benny C. Harper, USAF
(512) 925-6655

Chief/Facilities
Edward Perez
(512) 925-5250

C/Personnel & Training
Roger Macias
(512) 925-5250

C/Acquisition
Mary Scoggin
(512) 925-7978

C/Operations Division
Delmar Craig
(512) 925-7344

C/Logistics Branch
Capt. Kwan J. McComas, USAF
(512) 925-6414

C/Store Operations Branch
Billy Johnson
(512) 925-8528

C/Merchandising Branch
Vern Looper
(512) 925-7958

Troop Subsistence & Readiness Div.
Maj. Warren Brookhart, USAF
(512) 925-6274

C/Resource Management Division
Rita Alexander
(512) 925-6814

C/Information Resource Management Division
John Laughlin
(512) 925-7978

Denver District
Defense Commissary Agency
Bldg. 140
Peterson AFB, CO 80914

Chief
Ron Clark
(719) 554-4483
FAX: (719) 591-0680

NORTHEAST REGION

Defense Commissary Agency
Snowden Hall
Bldg. 2257, Huber Road
Fort George G. Meade, Md. 20755-5220
Phone: (301) 677-5415
FAX: (301) 677-3524/6024/6025
DSN 923-4932

Director
Antonio G. Collazo
(301) 677-4932

Deputy Director
Austin K. Smith
(301) 677-5689

Auditor
Lavern Godard
(301) 677-5146

Senior Enlisted Advisor
SMSgt Thomas Beard
(301) 677-5408

Chief/Facilities
Vacant
(301) 677-4160

C/Personnel & Training
Jacqueline Garrison
(301) 677-4958

C/Contracting
Vacant
(301) 677-5337

C/Operations Division
Harry Witt
(301) 677-5282

C/Logistics Branch
Jack Sheriff
(301) 677-4160

C/Store Operations Branch
Doug Cook
(301) 677-4332

C/Merchandising Branch
Paul M. Rhodes (Acting)
(301) 677-4932

Product Manager
Carol Grabowski
(301) 677-4775
Charlotte Cradle, Alternate
(301) 677-4152
Jams, jellies, spreads, household/laundry, dried fruits, candy, pasta and related sauces, health aids, juice/juice drinks, powdered drinks, pickles, olives, relishes, dairy products, shortening/oil, meat (refrigerated), canned fish (nonrefrigerated), prepared foods

Product Manager
Bill Moody
(301) 677-4775
Bill Lorraine, Alternate
(301) 677-4775
Breakfast foods, canned/dry milk, fresh baked goods, cookies, crackers, ice cream/novelties, snack/party foods, picnic supplies, soda, fruits (canned/glass), seasonings/spices, vegetables (canned/glass), syrups/molasses, sugar, gourmet foods/specialties

Product Manager
Len Langford
(301) 677-5265
Linda Feehley, Alternate
(301) 677-5265
Baby foods/baby needs, soaps/detergents, general merchandise, cat/dog/pet food, frozen foods (baked goods, fruit, juices, waffles/pancakes), dried vegetables, rice, baking needs, beverages/beverage needs, desserts, beauty aids, condiments/sauces, salad dressings/mayonnaise, soups (canned/dehydrated), meat (canned, nonrefrigerated), paper products, tobacco products, frozen foods (fish, seafood, meat dinners/meat pies, meat, poultry, prepared foods, puddings, vegetables)
For appointments: (301) 677-4152/5415

C/Resource Management Division
F. R. Verrier
(301) 677-5669

C/Information Resource Management Division
CAPT Bette R. Washington, USA (Acting)
(301) 677-5784

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RTA's Advantage Program attracts military consumers with colorful, attention-getting coupons on the back of cash register receipt tape. The Advantage Program specifically targets commissary patrons. It provides the greatest reach and frequency of coupon distribution to military customers.

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In-Store Marketing Programs

NORTHWEST/PACIFIC REGION

Defense Commissary Agency
Fort Lewis, Wash. 98433-7300
FAX: (206) 357-7496
DSN 357-4551

Commander
COL Raymond B. Ansel, USA
(206) 967-3487/3364

Deputy to the Commander
Edward L. Dove
(206) 967-3364

Auditor
Shirley Jones
(206) 967-3364

Senior Enlisted Advisor
CMSgt Jerry M. Laycock, USAF
(206) 967-2364

C/Information Resource Management Division
Ronald C. Greening
(206) 967-3671

C/Facilities Division
Vacant
(206) 967-xxxx

C/Resource Management Division
Francis A. Patroniaggio
(206) 967-3071

C/Operations Division
John Maffei
(206) 967-2554

C/Store Operations Branch
Peter Conrardy
(206) 967-2843

C/Merchandising & Marketing Branch
William Labay
(206) 967-2843

C/Troop Support Branch
Capt. Kendal R. Hale, USAF
(206) 967-2843

C/Contracting Division
Roger Kubik
(206) 967-4560

C/Personnel & Training Division
Jill Owen
(206) 967-3487

C/Logistics Division
Gloria Ellis
(206) 967-2582

Far East Commissary District
Yongsan, Korea
Unit 15625
APO AP 96205-0615
011-82-2-7918-3433
FAX: 011-82-2-7913-1110 ext738-2315
FAX: 738-2315
DSN 738-xxxx

Commander
LTC Frank W. Haylett, USA

Deputy
Doug Sakuma
DSN 738-5169

Hawaii District
Hickam Air Force Base, HI 96853
(808) 449-6087
FAX: (808) 449-0690
DSN 449-xxxx

Commander
CAPT Fred W. Kowalski, SC, USN

Deputy
John McDonald
DSN 449-7333

SOUTHERN REGION

Defense Commissary Agency
Building 678
Maxwell Air Force Base, Ala.
36112-6722
Phone: (205) 953-2129
FAX: (205) 953-5388
DSN 493-6318

Director
John F. McGowan
(205) 953-6318

Deputy Director
Curt Day
(205) 953-6319

Auditor
Carl Stuckey
(205) 953-6244

Senior Enlisted Advisor
CMSgt. Henderson Leflore, USAF
(205) 953-5966

Director/Facilities
Vacant
(205) 953-xxxx

Director/Personnel & Training
Richard T. Wright
(205) 953-7669

Director/Contracting
R. Dean Golden
(205) 953-3136

Director/Operations Division
Donald E. Morris
(205) 953-5843

C/Logistics Branch
Vacant
(205) 953-xxxx

C/Store Operations Branch
Terry A. Hall
(205) 953-7795

C/Merchandising Branch
Richard Page
(205) 953-7796

Director/Resource Management Division
Henry M. Mathews
(205) 953-6642

Director/Information Resource Management Division
Arthur Jones
205-953-5967

Panama District (Corozal)
Defense Commissary Agency
Unit 0926
APO AA 34002
011-507-85-5405
FAX: 011-507-85-4705

Commander
LTC Rodney L. Williams, USA

Deputy
Bobbie Peters

SOUTHWEST REGION

Defense Commissary Agency
Building 329
Marine Corps Air Station El Toro
Santa Ana, Calif. 92709-5002
Phone: (714) 726-4276
FAX: (714) 726-4278/4279
DSN 997-4419/4443

Director
Patrick B. Nixon
(714) 726-4277

Deputy Director
Scott E. Simpson
(714) 726-4274

C/Acquisition
Kathleen Sutherland
(714) 726-4444

Director of Operations Div.
J. D. Staples
(714) 726-4288

C/Store Operations Branch
Don Adams
(714) 726-4215

C/Merchandising Branch
James O'Meara
(714) 726-4445

C/Logistics Branch
Harold White
(714) 726-4424

Auditor
Vacant
(714) 726-xxxx

Quality Assurance
CW3 Margaret De Leon, USA
(714) 726-4442

Senior Enlisted Advisor
SHCM (SW) Fred Espiritu, USN
(714) 726-4443

Chief/Facilities
Vacant
(714) 726-xxxx

C/Personnel & Training
Diane Pedrick (Acting)
(714) 726-4422

THE ONE WORD SOLUTION TO TODAY'S MILITARY SHELF STOCKING CHALLENGE:

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Shelf stocking at military commissaries and exchanges is a continuing challenge for manufacturers, brokers and distributors alike.

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Powerforce, the nation's leading source of part-time retail sales merchandisers, now provides complete stocking programs to military brokers, manufacturers and distributors that service commissaries and exchanges.

Powerforce is the Employer

We are the stockers' employer. This means that while you continue to manage and control your stockers, we assume full responsibility as the employer regarding hiring, handling payroll, I-9 verification, Federal, State and local tax deductions, workers compensation payments, year-end W2 forms and all other employer-related administrative functions.

But that's not all. *Powerforce* also:

- Takes care of any stop payments and wage garnishments issued by proper sources for stockers.
- Custom designs and supplies stockers with in-store reports
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These and many other advantages of using ***Powerforce*** services for commissary stocking and exchange coverage mean that you save time, expenses and administrative headaches.

Find out more how ***Powerforce*** *can improve your vendor stocking program.*

For more information, contact Don Nelson at (312) 923-7809.

POWERFORCE

303 E. Ohio St.
Chicago, IL 60611

For more information, stop by and see us at the ALA Convention in the Council Room, located in the Western Conference Center of the Omni Shoreham.

C/Resource Management Division
Russell Ray
(714) 726-4423

C/Information Resource Management Division
Sharon Rahe (Acting)
(714) 726-4421

Oakland District
P.O. Box 23330
Oakland, Calif. 94623
FAX: (415) 466-7038
DSN 859-xxxx

Director
Paul Culver
(415) 466-7102

Deputy Director
Ed Heil
(415) 466-7102

EAST SERVICE CENTER

Defense Commissary Agency
38th Street & E Avenue
Building 11200
Fort Lee, Va. 23801-6390
FAX: (804) 734-3866
DSN 687-xxxx

Director
Owen C. Boutelle Jr.
(804) 734-3866

Deputy Director
Vacant
(804) 734-3866

C/Information Resource Management Division
John Goodman
(804) 734-xxxx

C/Resource Management Division
Vacant
(804) 734-xxxx

C/Accounting & Reconciliation Branch
Jimaye Sones
(804) 734-2297

C/Commercial Accounts Payments Branch
Jeraldine Agcroili
(804) 734-4244/3261

C/Contracting Division
Larry Hahn
(804) 734-3834/4638/4740

C/Supply & Equipment Branch
Joseph Bell
(804) 734-3834

C/Services Branch
Vickie Archileti
(804) 734-4638

C/Purchasing Branch
Judge Mayes
(804) 734-4740

WESTERN SERVICE CENTER

Defense Commissary Agency
Kelly Air Force Base, TX 78241-6290
Phone: (512) 925-6717
FAX: (512) 925-6274
DSN 945-xxxx

Director
Candido J. Corra[illegible] Jr.
(512) 925-9027

Deputy Director
Fred L. Blake
(512) 9125-9028

C/Contracting Division
Robert J. Sine Jr. (Acting)
(512) 925-8231

C/Contracting Branch
Gloria Cassel (Acting)
(512) 925-6935

C/Purchasing Branch
Joseph A. Grippaldi (Acting)
(512) 925-6933

C/Information Resource Management Division
Ashley G. Finnie Jr.
(512) 925-4251

C/Resource Management Division
Fred L. Blake
(512) 925-9028

C/Accounting & Reconciliation Branch
Debra Morrison
(512) 925-6691

C/Commercial Accounts Payment Branch
Kenneth R. Jones
(512) 925-9028

C/Coupon Branch
Melba Verna (Acting)
(512) 925-6157

EUROPEAN REGION

Defense Commissary Agency
Ramstein Air Base, Germany
APO NY 09094-5001
Phone: (011) 49-6371-42896
FAX: 011-49-6371-42498
DSN 480-6693

Director
Charles M. Wiker
011-49-6371-42896

Deputy Director
COL Sandra S. Whitt, USA
011-49-6371-42896

Executive Assistant
William Mackrain
011-49-6371-42895

Auditor
Charles Campisi
011-49-6371-42896

Senior Enlisted Advisor
SSM Maj. Kenneth Myers, USA
011-49-6371-42896

Public Affairs Officer
Denise Gomes
011-49-6371-42895

Chief/Information Resource Management Division
Joseph Stover
011-49-6332-866497

C/Operations Group
Vacant
011-49-6332-866497

C/Customer Assistance Group
Vacant
011-49-6332-866497

C/Facilities Division
Vacant
011-49-6332-12350

C/Resource Management Division
Marie Holloway
011-49-6332-12270

C/Accounting Branch
Vicky Burns
011-49-6332-13672

C/Program Analysis & Evaluation Branch
Jean Villareal
011-49-6332-476062

C/Operations Division
Michael Brimhall
011-49-6371-422282

C/Store Operations Branch
Ed Wenglowski
011-49-6371-477698

C/Merchandising Branch
Bart Hairr
011-49-6371-42282

C/Quality Assurance
LTC Michael Carr, USA
011-49-6371-42896

C/Personnel & Training Division
Colleen Ingham
011-49-6371-42281

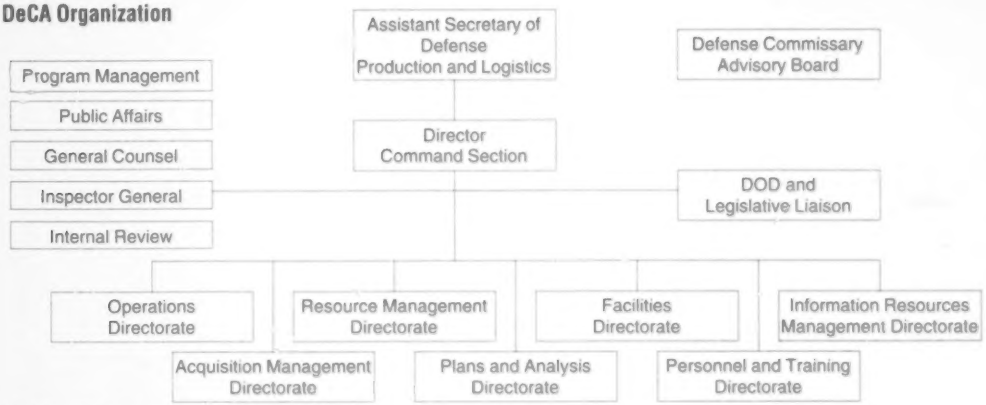
C/Logistics Management Division
Harry Nichols
011-49-6371-476164

United Kingdom District
APO AE 09464

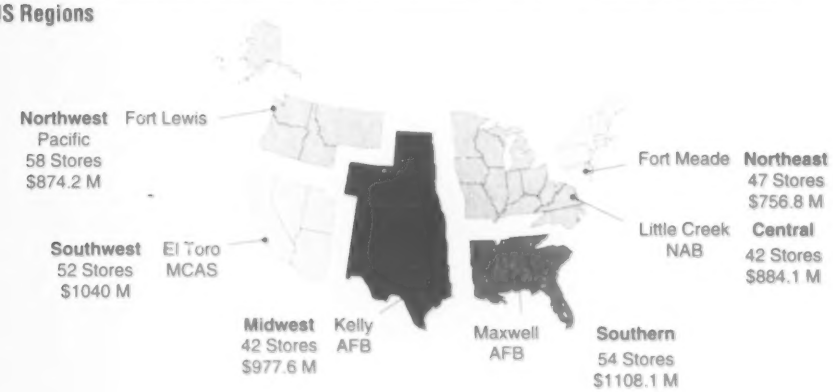
Commander
Lt. Col. Stan Slone, USAF
011-44-63853-2727
FAX: 011-44-638-53-2727

Mediterranean District
APO AE 09501
CDR Richard Colton, USN
011-39-81571-4301
FAX: 011-39-81-570-4301

HQ DeCA Organization



DeCA CONUS Regions



DeCA Region Structure

European Region

Giessen District
APO NY 09169-4419

Manager
Charles Postel
011-49-641-72067
FAX: 01149-402-6988

Stuttgart District
APO NY 09154-4422

Manager
Sidney Powers
011-49-711-541085
FAX: 011-49-711-819-7295

Heidelberg District
APO NY 09102
LTC Dwight Phillips, USA
011-49-6221-10056
FAX: 011-49-6211-57-6147

European Region Authorized Commodities/Monthly Review Schedule*

January/July
Baby foods, jams, jellies, spreads, soaps and detergents, breakfast foods, household/laundry, canned/dry milk, general merchandise, holiday items.
Point-of-contact: To be determined.

February/August
Baked goods, fresh fruits, dried cat, dog, pet food, frozen foods - fruit, juices, waffles, pancakes - candy, cookies, ice cream/novelties, pasta, related sauces, dried vegetables, rice, baking needs.
Point-of-contact: To be determined.

March/September
Beverages, beverage needs, desserts, snack/party foods, health aids, picnic supplies, beauty aids, juice, juice drinks, soda, powdered drinks.
Vitamins, coffee beans, spices, sauces and gravy envelopes will be reviewed annually.
Point-of-contact: To be determined.

April/October
Condiments, sauces, fruits, canned/glass pickles, olives, relishes, salad dressing, mayonnaise, dairy products, soups, canned/dehydrated vegetables, canned/glass shortening/oil.
Point-of-contact: To be determined.

May/November
Meat - canned/nonrefrigerated, paper products, meat - refrigerated, fish, canned/nonrefrigerated, sugar, syrups, molasses, tobacco products.
Point-of-contact: To be determined.

June/December
Frozen foods - fish, seafood, meat dinners, meat pies, meat, poultry, prepared foods, puddings, vegetables, gourmet foods, specialties, prepared foods.
Point-of-contact: To be determined.

*First Commodity Review will be conducted in October

CWO's Distribution Mission is to Serve the Military Exclusively.

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- Frequent Delivery System (FDS)
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- Serving 24 commissaries
- Distribution thoughout Southern California and Nevada
- 2 Warehouses:

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  18 truck doors
  5 SDIV rail doors

  Ontario (110,000 square feet)
  22 truck doors
- EDI/MIS reporting
- Fill rate consistently above industry standards
- Quality service
- Team has over 120 years of military distribution experience

CWO

a division of WEBER DISTRIBUTION WAREHOUSES

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☎ (619) 429 0578 FAX (619) 429 3148

4501 Wall Street
Ontario, California 91761
☎ (714) 983 2350 FAX (714) 984 8034

For more information contact Glenn Harmon in our San Diego office.

ARMY AND AIR FORCE EXCHANGE SERVICE (AAFES)

3911 S. Walton Walker Boulevard
Dallas, TX 75236-1598
Phone: (214) 312-2011
FAX: (214) 312-3000
Telex: 73-2374
Commander: Major General Albin G. Wheeler, USA

MG Albin G. Wheeler, USA

BGen John L. Finan, USAF

AAFES Mission & Purpose

The Army and Air Force Exchange Service (AAFES), now in its 96th year, provides goods and services to the U.S. military community at home and abroad. As a non-appropriated federal instrumentality, it is mostly self-supporting and generates earnings each year which are used to help fund the military's morale, welfare and recreation (MWR) programs.

From its headquarters in Dallas, Texas, AAFES operates nearly 5,000 retail facilities on military installations worldwide. It also runs 2,302 food outlets including franchised Burger King restaurants; 957 automotive facilities; catalog services; 796 movie theaters; 354 Class Six stores; and 2,172 vending patios worldwide. Additionally, AAFES offers personal services through concession contracts with local businesses. These include beauty and barber shops, florists, laundries and dry cleaners and repair shops of all kinds.

In overseas areas, AAFES runs its own meat processing and ice cream plants, dairies and bakeries. It also provides lunches for the Department of Defense Dependent Schools Program, averaging 37,000 lunches a day.

The purpose of AAFES is stated in its two-fold mission: to provide quality merchandise and services at uniformly low prices to soldiers, airmen, and their families wherever they are stationed around the world, and to generate reasonable earnings to support Army and Air Force morale, welfare and recreation (MWR) programs.

Annual sales in AAFES facilities amounted to $7.4 billion in FY90. After operating expenses are paid, earnings are split evenly between AAFES—for capital expenses—and MWR. Last year's dividends to MWR amounted to MWR amounted to $228.7 million. Over the past 10 years AAFES has returned more than $1 billion to the services for MWR purposes.

AAFES buys goods and supplies from about 40,000 firms in the U.S. About 88% of these are small businesses. AAFES policy is to cooperate to the fullest extent with all suppliers and manufacturers while maintaining the highest ethical business standards. AAFES is a staunch supporter of minority businesses. Quality and price are the basic determining factors in all purchasing decisions.

AAFES operates worldwide and has two subordinate organizations overseas, AAFES-Europe currently based in Munich, Germany (moving to Pinder Barracks, Zirndorf, Germany beginning January 1992) and AAFES-Pacific in Honolulu, Hawaii. In the U.S., AAFES is divided into four operations regions. It also has its own distribution network headquartered in Dallas, Texas. Addresses of these organizations are contained in the following pages.

While it is a joint military command, AAFES has only 102 military personnel assigned and employs some 80,500 civilians. Over 48 percent of all employees are military family members. All civilian salaries are paid from AAFES earnings, not from funds appropriated by the U.S. Congress.

Visiting AAFES

AAFES negotiates only with authorized individuals and awards contracts only to eligible persons and firms. To conduct business, all visitors must have some identification that will establish the visitor's authority to represent a principal. An employee of a manufacturer should have a business card, badge, ID card, or authorization letter on the company letterhead. A manufacturer's representative, either self-employed or employed by a firm, must have a current letter of authorization from each of the manufacturers represented, which authorizes the individual to conduct business on behalf of the manufacturer. A current letter is one dated within the last twelve months.

When visiting AAFES, visitors are also required to have a registration number. This number is obtained by completing AAFES Form 3900-56 and 3900-57 (a Notice of Appearance Before Exchange Activity). Unless a correction is necessary, the registration number is permanent and can be used on all visits. Particular attention should be paid to the reverse side of the form which includes a statement of AAFES policy on gratuities, references to pertinent Army and Air Force regulations and brief summaries of applicable statutes.

Visitors must complete a Visitor's Registration Form, AAFES Form 3900-58, on every visit.

Store Visitation Policy

If the firm is doing business with AAFES, entry to the stores as a vendor rep is authorized by the contract. Representatives who do not have a contract with AAFES may get visitation privileges by making an appointment in advance through the appropriate CONUS operations chief, or overseas merchandise branch or division.

If the request to visit is approved, a letter of Temporary Access Authorization is issued, listing an expiration date, exchanges the representative may visit, names and telephone numbers of exchange managers, and the reason for the visit. A copy of the letter is also forwarded to exchanges listed.

General Procurement Information Selling to AAFES

AAFES purchases retail merchandise, supplies, services and equipment in a variety of markets. These purchases involve many forms of competitive purchasing and item selection. Although purchases may be made from other government sources, most of the purchases are made directly from private business. Competitive purchases are made through the negotiated method (as opposed to formal advertising used in some appropriated fund acquisitions) on the basis of full and free competition to the extent practicable. Any reputable firm or individual can make application to sell to AAFES with confidence that the product or service will receive fair and impartial consideration.

Avoid sending any unsolicited samples of merchandise or products to AAFES. If any samples are required for product evaluation purposes, you will be specifically requested to provide them. Send product brochures or

other descriptive literature which portrays the merchandise or products you are interested in selling.

The sale of some retail merchandise by CONUS exchanges is limited in category and cost price by the Armed Services Exchange Regulations approved by the U.S. Congress. The list of items is available from Hq AAFES. There are no limitations on retail merchandise sold in exchanges overseas.

Since AAFES is basically a retailing organization serving the needs of the military community, items are selected for resale on the basis of a product's demonstrated customer acceptance in the commercial market place. Due to space and investment limitations, AAFES avoids being a test market for new and unproved products.

Commodity Procurement (Merchandise, Supplies, Equipment and Food)

Continental U.S. (CONUS)

HQ AAFES buys commodities from CONUS sources as explained below. HQ AAFES in Dallas, Texas, conducts negotiations and establishes sources for resale merchandise of U.S. origin for items sold in overseas exchanges, items and services for sale in CONUS, items stocked in distribution warehouses, and items available through AAFES mail order catalogs. HQ AAFES also buys U.S. origin retail and institutional food for worldwide sale. Fine jewelry and recorded music (records, tapes and discs) and videos are purchased by contracting officers at the AAFES Specialized Distribution Center (ADC) in Atlanta, Georgia.

Firms or individual wanting to sell their products to HQ AAFES should contact the appropriate purchasing sections. Those wanting to sell fine jewelry as well as firms wanting to sell recorded music or videos should address correspondence to: AAFES Distribution Section, P.O. Drawer W-W, Forest Park, GA 30051 or call (404) 363-5163. For Alaska and offshore exchanges call (404) 363-5761.

Alaska and Offshore Exchanges

HQ AAFES buyers are responsible for purchasing merchandise from sources in Alaska to be sold in exchanges in Alaska. Suppliers in Alaska wanting to sell to AAFES may present their products to **Alaska Sales District**, which forwards the information to the appropriate HQ buyer.

HQ AAFES buyers purchase merchandise for exchanges in Puerto Rico, Panama, Greenland, and the Azores.

Other Overseas Exchanges

The **Hawaii Sales District** purchases some items of U.S. origin from sources in Hawaii to be stocked and sold in exchanges there.

Merchandise and food of foreign origin to be stocked and sold in overseas exchanges are primarily bought by **HQ AAFES-Europe** from sources in Europe.

The Purchasing Directorate's Purchasing Pacific Division handles sources in the Pacific. The addresses are:

EUROPE

APO
HQ AAFES-Europe
European Field Office
APO New York 09245

Commercial
Commander
HQ AAFES-Europe
McGraw Kaserne
Tegernseer Landstr. 210
8000 Muenchen 90
Germany
(Note: Scheduled to start moving in 1992)

PACIFIC

APO
HQ AAFES Purchasing Directorate
Pacific Division
Building 4108
APO San Francisco 96328

Commercial
HQ AAFES Purchasing Directorate
Pacific Division
Bldg. 4018, Yokota Air Base
Fussa-shi, Tokyo 197 Japan
Tel: 0425-522511 (x-53709)
FAX: 81-425-52-0319

There is no need for U.S. firms wanting their products sold in Europe and the Pacific to visit the overseas exchange headquarters, sales districts or installation exchanges. Simply contact the appropriate HQ AAFES purchasing sections.

Non-resale Items
HQ AAFES
ATTN: PD-SE
P.O. Box 225880
Dallas, TX 75222-5880

Hardback Books, Paperback Books, Newspapers and Magazines

The majority of books and publications are supplied to exchanges in the United States by local distributors serving the area in which the exchange is located. Contracts with distributors are on a guaranteed sales basis and require the contractor to provide in-store service and remove unsold and outdated publications. Sales of hardbound books are extremely limited in the exchanges located in the United States. The HQ AAFES stationery buyer contracts for support of all CONUS operations. For Alaska, publications are the responsibility of the HQ AAFES buyer. For Hawaii it is the responsibility of HQ AAFES-Pacific, Purchasing Division. For Azores, Greenland, Panama, and Puerto Rico, the HQ AAFES buyer. For Guam, Japan, Korea, Okinawa and the Philippines, stores are operated by Pacific Stars and Stripes. For Europe, publications are sold in book stores operated by the Stars and Stripes.

You may also wish to contact:

Stars & Stripes
APO New York, NY 09175

Stars & Stripes
252 Seventh Avenue, Room 401
New York, NY 10001

AAFES-Pacific
919 Ala Moana
Honolulu, HI 96814-4999
Or

Pacific Stars & Stripes
APO San Francisco 96503

Customer Service Contracts

A variety of customer service concessions are operated by contract with individuals and businesses. Barber and beauty shops, laundry and dry cleaning, optical shops, flower shops, watch repair, amusement, music and beverage vending, and full-line product vending are examples of service provided.

The contracts are established through full and free competition among all eligible sources interested in providing the services. Participation by small businesses and minority business enterprises identified by the Minority Business Development Agency, U.S. Department of Commerce is encouraged. For more information on minority business opportunities, contact the Special Assistant for Minority Business Utilization at HQ AAFES by telephoning (214) 312-3571.

In CONUS, contracting is accomplished by HQ AAFES for all exchanges. Anyone interested in providing a customer service should contact: HQ AAFES ATTN: PZ-C, P.O. Box 225460, Dallas, TX 75222-5460. Firms or individuals wanting to provide a service at overseas locations have to comply with the laws and regulations of the host country. For further information, contact the applicable overseas exchange system.

Construction Contracting

AAFES contracts for new construction, facility modifications, and the installation of equipment and fixtures.

HQ AAFES Procurement Support and Policy Directorate contracts for new construction and renovation exceeding $10,000. Prospective construction source lists are recommended by the contract design architect, the military installations where the

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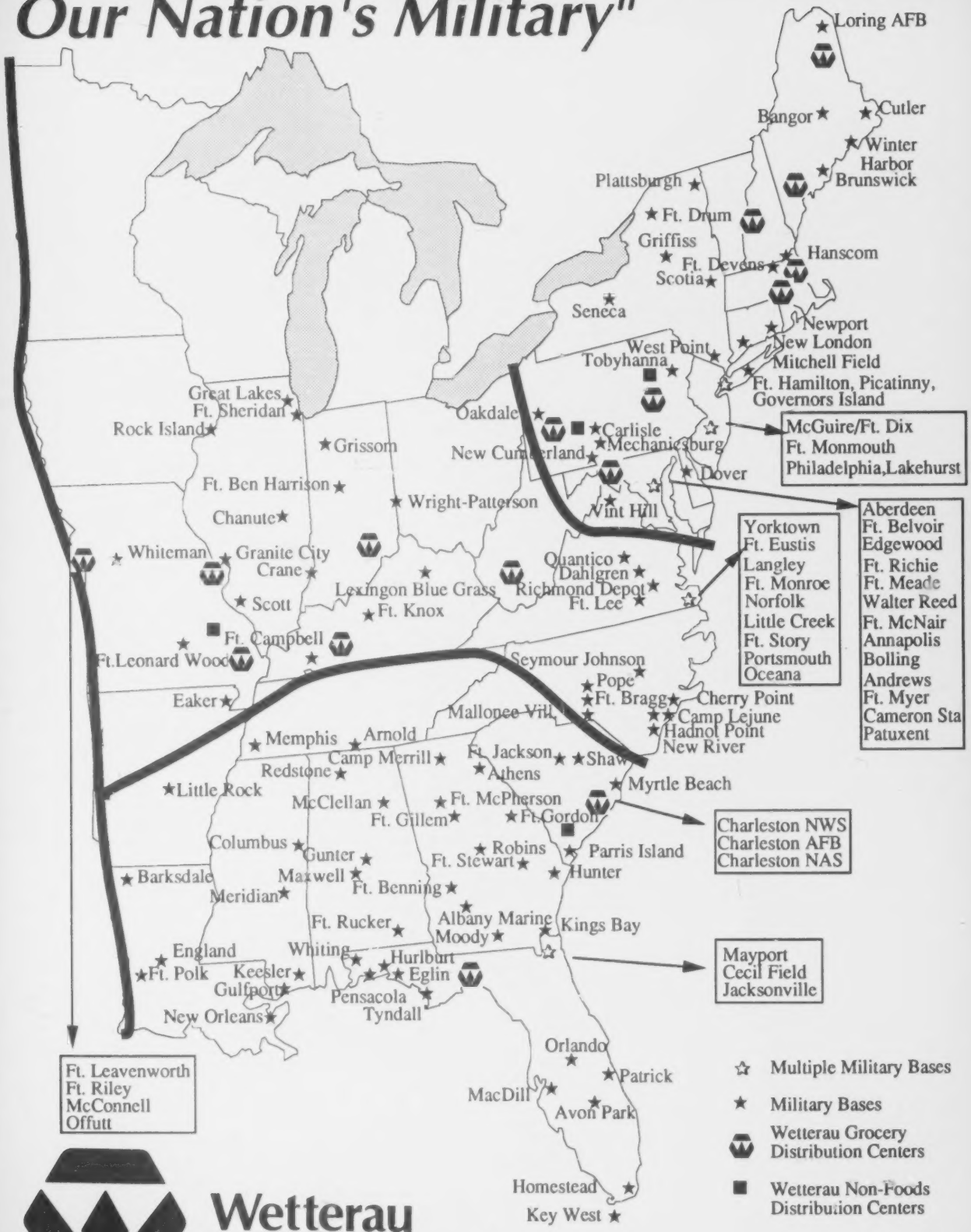
- **Modern fleet of 780 tractors and 1,700 trailers** to deliver product **on time.**
- A **commitment of Wetterau Incorporated's top management** to military business.
- **Highest degree of centralized data processing** capabilities within the industry, resulting in standardized reports and recaps, regardless of distribution center locations.
- **Reduced commissary out-of-stocks** due to more predictable forcasts and movements resulting from the FDS program.
- Our **multi-line, full-service** status results in more **full truck deliveries,** stream-lining commissary dock appointments and time . Wetterau is an expert at mixed truck deliveries.
- Wetterau's **centrally coordinated purchasing efforts** result in a strong military effort by all divisions.
- **FDS is NOT right for every wholesale distributor:** As a FULL-LINE grocery wholesaler, **Wetterau and F.D.S. are perfectly matched.**

With a history spanning 122 years, Wetterau Incorporated stands uniquely positioned to handle the needs of the Frequent Delivery System (FDS) being implimented in all military commissary operations. Wetterau ranks as the nation's fourth largest food wholesaler serving 28 states. Our distribution centers are located ideally to best service **our customers, the nation's military.**

Call or write:

Attn: **Wetterau Incorporated**
Attn: Terry Wood
Corporate Director of Military Sales
800-845-9544 x220
c/o Wetterau Inc.
P.O. Box 2941902
Charleston, SC 29419

Our Nation's Military"



Wetterau Incorporated

projects are to be performed, and individual requests. Plans and specifications may be examined at F.W. Dodge Division or other plan rooms near the construction site. If you are interested in a particular construction project, contact: HQ AAFES, ATTN: PZ-S, P.IO. Box 225887, Dallas, TX 75222-5887.

Architect-Engineer (A-E) Services

A-E service contracts are made with selected firms based on professional qualifications and other considerations necessary for satisfactory performance of the work required.

For CONUS and Alaska, contracts are negotiated by HQ AAFES, Procurement Support and Policy Directorate. Source selection is made by HQ AAFES Customer Facility Directorate. If you are interested in being considered for selection, send a completed Standard Form (S-F) 254, Architect-Engineer and Related Services Questionnaire, along with other pertinent data about your firm, to HQ AAFES Customer Facility Directorate.

Overseas exchange systems publish guidance for the selection of A-E firms in their areas. For further information, write directly to the Procurement Support Division/Office of the applicable overseas exchange system.

Contracting Officers

Only contracting officers may bind AAFES contractually. AAFES contracts must be in writing.

Contracting officers are AAFES employees or military officers assigned for duty with AAFES who are designated by certificate of appointment.

Contracting officers are empowered to negotiate, execute and administer contracts, purchase orders, delivery orders, and so forth, under their specific certificate of appointment. They have considerable authority to act for AAFES in business matters. No one else may obligate AAFES to purchase any product or service.

Source List Applications

If interested in doing business with AAFES, submit a completed Source List Application, AAFES Form 4200-10. The form is available from all AAFES purchasing activities. Return the completed form to the purchasing activity where you want to do business. The form serves two purposes: It provides information regarding the different categories of items or services the firm wants to provide. It provides the contracting officer with pertinent information about the interested individual/firm.

Catalog Sales Program

The Exchange Mail order Catalog Sales Program provides authorized customers worldwide with a major assortment of quality merchandise by mail order, FAX, in-store electronic ordering, and by toll-free telephone ordering. The catalog, in effect, serves as a retail store for many customers assigned to remote areas or at locations where shopping facilities are limited. It also provides a means for obtaining or sending gifts to family and friends. The catalog is used by all uniformed services personnel, both active duty, reserve, national guard, and retired and, in overseas areas, by Defense and State Department civilian personnel.

Approximately 700,000 copies of the catalog are printed twice a year and, together with frequent specialty publications, are distributed all over the world to authorized exchange customers. The Catalog Sales Center is headed by the Chief, Catalog Sales Division, Marketing Directorate. Contact the HQ AAFES Purchasing Directorate for inclusion of U.S. origin products. Overseas suppliers should contact the Pacific Field office, Yokota, Japan, or the Chief of Europe Catalog Group at Giessen, Germany.

Distribution Centers

Twenty-four distribution centers (DCs) support exchanges worldwide. Seven DCs are located in CONUS, seven in Europe, six in the Pacific, and four offshore (Alaska, Panama, Azores, and Puerto Rico). The CONUS DCs receive, process, and ship a variety of merchandise.

The **ATLANTA DC**, Forest Park, Georgia, distributes fine jewelry, recorded music and videos, military uniforms, fashion shoes, American catalog merchandise worldwide, and general merchandise to all exchanges east of the Mississippi, including Europe.

The **OAKLAND DC**, California, distributes general merchandise to stores west of the Rockies, including Alaska, and throughout the Pacific.

The **WACO DC** in Texas, supports exchanges east of the Rockies and west of the Mississippi.

The **DAN DANIEL DC** in Newport news, Virginia, serves stores along the eastern seaboard and Europe with general merchandise. In addition, certain other items, such as shoes, are supplied worldwide.

Women's, men's and children's fashions and seasonal clothing are distributed to exchanges worldwide from the **FASHION DISTRIBUTION CENTER (FDC)** in Dallas and a Fashion Distribution Activity in Atlanta, Georgia.

The **DAYTON DC**, located in Ohio, distributes general merchandise to stores throughout the Great Lakes and midwestern United States.

The **NORTON DC**, located in California, distributes general merchandise to the stores in Arizona and southern California.

All distribution centers and transportation centers (TCs) are under supervision of AAFES Distribution Headquarters.

How Merchandise is Distributed

AAFES uses two major systems to resupply its retail facilities. In the "open order" or "direct delivery" method, the supplier ships the merchandise directly to the store. Conversely, the "warehousing" method requires that shipments first go through one or more AAFES warehouse distribution points, then on to the designated facility.

Selection of the best method of distributing merchandise in the AAFES stock assortment is determined by the supplier's terms, type of service needed, the nature of the merchandise category, and an evaluation of the economic/operational advantages to AAFES and its customers.

AAFES Guidelines To Quality Assurance

The Quality Assurance Program ascertains the quality of items AAFES buys and sells. AAFES tests and evaluates many items before and after purchase. AAFES also visually inspects merchandise at vendor plants and our warehouses using random sampling techniques. The aim is to keep poor quality merchandise out of the stores.

Most food items bought by AAFES must be processed in plants approved by the Department of Defense using either their own inspection, or, in certain cases, other federal inspection services. Some items are exempt because of their low potential for disease transmission. The office of the Staff Veterinarian or the Food Buyer can tell you if source approvals are unnecessary. Delivery of food items directly to exchanges requires an inspection by the resident military food inspection unit for terms of the contract, plus sanitation of the vehicle.

AAFES is determined to be a proactive partner to the community it serves and to the vendors whose merchandise and services it offers. Vendors should be environmentally responsible, offering products and packaging which create a minimum of hazardous waste, are made from recycled products or can be reused or recycled themselves, are energy efficient, enhance the environment, and whose claims can be verified.

Laboratory testing and technical evaluations are performed on a wide range of softline and hardline merchandise. Items are tested, analyzed and evaluated under various conditions to see how well they will perform under actual use. Such characteristics as colorfastness, shrinkage, elongation, permanent press, strength, electrical performance, and safety factors are checked.

AAFES uses sampling plans derived from the Military Standard (MIL-STD) 105, "Sampling Procedures and Tables for Inspection Attributes," for visual inspection of merchandise. This standard is approved by the

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CONTACT DENNIS SAMPLE
Director of Military Sales

NASH FINCH COMPANY

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Department of Defense and is widely used and accepted throughout industry. Ordinarily, AAFES inspects items using normal sampling plans. AAFES uses tightened inspection for reinspection of a previously failed lot and when vendor's quality indicates a higher than normal risk of substandard quality. The Acceptable Quality Levels (AQL) AAFES uses in conjunction with MIL-STD 105 sampling plans define the maximum percent of defective product AAFES will accept before rejecting a shipment. AQLs vary by product and price line.

It is each vendor's responsibility to assure the quality of their merchandise by establishing an effective statistical inprocess quality control system including end item testing/inspection. AAFES accepts quality merchandise only. It can, and does verify product quality at vendors' plants, at AAFES warehouses and stores. AAFES inspects as a discriminating customer would. Each sample is examined for defects adversely affecting appearance, serviceability, or customer acceptance. Examples of defects are: **Softline Merchandise**: open seams; exposed raw edges; spots or stains; material defects, such as slubs, floats, shade bars, knots, holes; badly shaded parts. **Hardline Merchandise**: mechanical or electrical malfunction or misalignment; dents, scratches, rust; poor finish; loose, missing or damaged hardware; distorted audio or video; loose electrical connections: safety-related defects, such as sharp edges, ingestible components, or other hazardous conditions; incorrect or missing assembly.

In addition to quality defects, noncompliance with AAFES Terms and Conditions, or applicable federal laws or acts, can cause an item to be unacceptable, such as: missing or incorrect Underwriter's Laboratories, or equivalent labels, size labels, textile care labels, fiber content labels, manufacturer's or brand labels, military uniform certification labels, flame-resistant identification, and so forth.

Missing or improper pre-ticketing or UPC code. Unauthorized substitutions or variations in ordered quantity. Not packed or packaged as required by law, contract or good packaging practices, that is: caps not child resistant; caps not tamper resistant/safety sealed (vitamins); not leak proof; insufficient inner packaging to prevent rattling and damage to contents.

Contractor liability for supplying defective or nonconforming items is explained in detail in the AAFES Terms and Conditions applicable to contracts and purchase orders.

As part of the Terms and Conditions Agreement, contractors are required to have a Quality Control or a Quality Assurance Program acceptable to AAFES.

As a minimum, contractors must sample inspect each lot of merchandise (preferably using the applicable sampling plan that AAFES QA uses) for defects/nonconformance. If assistance with setting up a QC or QA program, call the AAFES Scheduling Office (214) 312-2710.

Headquarters AAFES

Command Group

Commander and CEO
MG Albin G. Wheeler, USA
(214) 312-3551

Vice Commander and Vice CEO
BGen John L. Finan, USAF
(214) 312-3631

Chief Operating Officer
Paul E. Fromm
(214) 312-3663

Chief of Staff and D/EEO
COL Walter E. Cramer, III, USA
(214) 312-3731

Asst to Cdr for Enlisted Matters
CMSgt Thomas C. Flowers, USAF
(214) 312-3051

Washington, D.C. Office

Chief
George F. Quigley
(703) 695-2958

Counsel
Evan E. Thomas
(703) 695-2958

Audit Division

Director
Col Robert D. Skees, USAF
(214) 280-7500

Deputy Director
Donald E. Haning
(214) 280-7501

Office of the General Counsel

General Counsel
COL Dewey E. Helmcamp III, USA
(214) 312-3641
(214)312-2176
FAX:(214) 312-6454

Deputy General Counsel
William F. Bronson
(214) 312-3126

Office of the Inspector General

Inspector General
COL Frank Farkas, USA
(214) 280-7225

Deputy IG
LtCol Donald G. Saddler, USAF
(214) 280-7226

Marketing Directorate

Director
Aubrey E. Rembold
(214) 312-3351
(214) 312-2845
FAX: (214) 312-6302

Deputy Director
Joel R. Sontag
(214) 312-3351

Catalog Sales Division Chief
Richard Fregoe
(214) 312-3333

Food Division Chief
Philip Latos
(214) 312-2661

Burger King Branch Chief
Don Williamson
(214) 312-3423

Chicken Activities Branch Chief
George Vomvoris
(214) 312-6493

School Feeding Branch Staff Dietitian
LTC Kathleen Hirsch, USA
(214) 312-2238

Operations Branch Chief
John Jex
(214) 312-3366

Purchasing Directorate

Director
Bernard J. Gillett
(214) 312-3721

Deputy Director
W. Michael Moreland
(214) 312-3722

Deputy Director (Sup)
Donald G. Smith
(214) 312-3723

Business Analyst (Purch)
Bill Wilder
(214) 312-3721

Administrative Assistant
Colleen Turner
(214) 312-3721

Customer Service (PD-R)

Branch Chief
Gerard Bolduc
(214) 312-3342

IM Spec (Spvy)
Rosa Brown
(214) 312-2151

Sales Promotions (Spvy)
Sonia Bennett
(214) 312-6415

ILP/Tally-ins(spvy)
Jeanne Hintz
(214) 312-2256

PD Liaison (DDDC)
Neva Mensia
(804) 888-2819

PD Liaison (ADC)
Cathy Raven

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(404) 363-5149

PD Liaison (WACO)
Sarah Paul
(817) 666-8516

PD Liaison (ODC)
Yolanda Chambers
(415) 466-2482

Systems/Programs/Policies (PD-I)

Chief
Ken Patterson
(214) 333-6270

Business Analyst
Jere Cox
(214) 333-6283

Program Analyst
Vo Atkins
(214) 333-6282
Item master file, vendor master file, FS-21, ARMS, FMF, QA (upc discrep.) SAA reports

Business Analyst
Cheryl Blakely
(214) 333-6281
WSKU authorization, branch checklist/BSKU maint., branch sup. tables, sales prom. system

Program Analyst
Adele Kazetta
(214) 333-6285
WRS(warehouse repl system), WSKI(warehouse master file), PCLA Tables, ASRS, Due-In

Business Supply Manager
Harold Stanton
(214) 333-6278
2100 system

Business Analyst
Jim Skibo
(214) 333-6277
Fashion distribution center, facility master file, vendor registration system, Freedom of Information Act Rpts., RMDS (addition of reports)

Business Analyst
Bill Wallace
(214) 333-6288
EDI, STO/VES, purchase order mgmt. (one time buys/asrs), wholesale receiving system, purchase order due-ins

Administrative Assistant
Sandra Jones
(214) 333-6276
Training

Analysis & Support (PD-M)

Chief
Jan Araki
(214) 312-2307

Administrative Assistant
Kay Speck
(214) 312-3336

Spvy Program Analyst
Paul Monda
(214) 312-3492

Spvy Inventory Program Specialist
Tom Carmichael
(214) 312-3491

Inventory Program Analyst
Steve Sterblitz
(214) 312-3293

Inventory Program Analyst
Steve Seligson
(214) 312-2312

Inventory Program Analyst
Jerie Castle
(214) 312-2310

Purchasing Management Assistant
Marti Cole
(214) 312-2309

Purchasing Management Assistant
Jeanne Ham
(214) 312-2724

Purchasing Management Assistant
Beverly Hopp
(214) 312-3488

Inventory Management Program Analyst
Central Operations Support
George Gruber
(214) 333 6166

Inventory Management Program Analyst
Eastern Operations Support
Jane Hogg
(214) 333-6187

Inventory Management Program Analyst
Southern Operations Support
Jean Davis
(214) 333-6186

Inventory Management Program Analyst
Western Operations Support
Helen Mitchell
(214) 333-6294

Quality Assurance (PD-Q)

C/PD-Q
Rodney P. Reed
(214) 312-2711

Assistant C/PD-Q
Joseph A. Werres
(214) 312-3409

Staff Vet
LTC Paul L. Caron
(214) 312-3763

Environmental Engineer
LtCol Stuart T. Cordts
(214) 312-6188

Softlines Division (PD-A)

Chief
Ron Norrell
(214) 312-3621

Assistant Chief
Ron Olsen
(214) 312-3621

Menswear

Merchandising Manager
George Miller
(214) 312-2163

Senior Buyer
Sharon Brown
(214) 312-2191
Mens & young mens casual coord, mens golf coordinates, robes, mens fashion loungewear coordinates & belts

Senior Buyer
Lynda Hemphill
(214) 312-2789
Mens suits, sportcoats, blazers, formal wear, tailored coordinates, dress slacks

Buyer
Russell Teague
(214) 312-2190
Mens dress shirts, designer shirts, fashion c/s sport shirts, western shirts, heavy weight shirts, neckwear

Buyer
Don Bleeker
(214) 312-2165
Mens sweaters, basic fashion knit sport shirts; tennis coordinates, warm-up suits, action/running/tops/shrts/pants, fleece fashion, polo knt shrts, bicycle clothing, imprinted sptswr

Buyer
Matt Dromey
(214) 312-6158
Basic jeans, casual slacks, outerwear, jackets & vests, leather jackets, long coats, rain coats.

Buyer
Martie Ramirez
(214) 312-2192
Swimwear, mens wlk shorts, novelty imprinted t-shirts/sweat shirts, hosiery

Buyer
Monte McCarter
(214) 312-3499
Young mens trendsetter coord, young mens c/s sport shirts, young mens knt shrts, young mens casual slacks, young mens fashion jeans, young mens dress slacks, skiwear

Associate Buyer
Minnie Batt
(214) 312-2163
Gloves, headwear/scarves, umbrellas, handkerchiefs, bandanas, rainhats, plastic raincoats

Assistant Buyer
Judy Skidmore
(214) 312-2340
Mens basic/fashion/thermal underwear, athletic supporters, mens PJ's

Ladieswear Section

Merchandise Manager
Roger Mulenkamp
(214) 312-2518

Senior Buyer
Jacqueline Waelde
(214) 312-2213
All misses collections

Senior Buyer
Linda Williams

(214) 312-2233
Junior separates except sweaters & jeans

Buyer
Cheri Botvidson
(214) 312-2206
All outerwear, swimsuits, hosiery

Buyer
Dave Gow
(214) 312-3661
All JR Coordinates

Buyer
Cassie Baker
(214) 312-2560
All dress & all suits (except maternity)

Buyer
Joan Graffagnini
(214) 312-3610
All daywear, foundations, sleepwear

Buyer
Pam Childs
(214) 312-2205
All misses & petite separates except sweaters & jeans

Assistant Buyer
Julie C. Bierman
(214) 312-2542
Women's size collection & separates, petite collections

Assistant Buyer
Linda Dovey
(214) 312-2517
All sweaters & jeans, dancewear, tennis, golf, warmup & activewear

Assistant Buyer
Regilvnsue Dawson
(214) 312-2212
Handbags & accessories

Associate Buyer
Susan Ribail
(214) 312-3017
All maternity

Childrenswear

Merchandise Manager
Lelia Ross
(214) 312-3520

Senior Buyer
Greg St. Romain
(214) 312-2977
Boys sizes 4-7, 8-18 suits, sport coats, shorts, warm-ups, short sets, coordinates, jackets, pants, swimwear, jackets

Senior Buyer
Pat Kirkpatrick
(214) 312-3913
Young junior sizes 6-14 coordinates, jackets, dresses, skirts, blouses, knit tops, pants, jeans, shorts; girls sizes 4-6X, 7-14 coordinates, dress and all weather coats, jackets

Buyer
Louise Lindell
(214) 312-2974
Girls 4-6X & 7-14 blouses, knit tops, skirt and skirt sets, jumper and jumper sets, suits, dresses, pants sets, jean shorts and short sets, warm-up suits

Buyer
Alicia Scott
(214) 312-2978
Boys Dress Pants, Reg/Slim, Boys Casual Pants, 4-7, 8-18 and Prep 25-30. Boys Fashion Jeans, 4-7/8-18 and 25-30 Prep. Boys Pullover/Cardigan Sweaters 4-7, 8-20, Boys Knit Shirts, Short & Long Sleeve 4-7/8-14/16-20. Boys Designer Knit Shirts, 8-20. Boys Licensed T-Shirts 4-20. Boys Dress Shirt, Woven S/SLV/L/SLV, 4-7/8-14/16-20. Boys Robe, Toddler, 4-7, & 8-20. Boys PJ's, Toddler, 4-7 & 8-20.

Buyer
Anita Hill
(214) 312-2971
Basic infant training pants, undershirts, bibs, knit tops, diapers, diaper pins, bags (and liners), WP pants, gowns, kimonos and sacques, christening sets, blanket sleepers, shawls, buntings, gro bags, sweaters, sets, sleep and play sets, towels, washcloths, bath sets, receiving and crib blankets, quilts, comforters, crib sheets, pillow cases, pillows, mattress covers, layette gift sets, feeding and nursery items, harness, toys, lap pads; girl and boy scouts; childrens budget jeans and knit shirts, underwear, socks, tights; girls umbrellas, leotards, tights, thermal underwear; boys belts

Assistant Buyer
Jerome Hintz
(214) 312-2898

Buyer
Laurel Owen
(214) 312-3319
Infant/toddlers and girls 4-6x/7-14, Sweaters and sleepwear, swimwear infant/toddler coats, jackets & pramsuits

Buyer
Lucille Papageorge
(214) 312-2967
Newborn/infant/toddler boy/girl pant sets, crawler sets, warmups, creepers, shirts, blouses, suits, short sets, dresses, diaper sets & dresses

Assistant Buyer
Patricia Hays
(214) 312-3909
Infant/toddler/boy/girl overalls, pants, shorts, knit tops, coord. & jeans

Associate Buyer
Robert Lopez
(214) 312-2970
Infant/toddler/boy/girl head wear, gloves, belts, girls handbags, totes, beach bags & all novelty accs.

Purch Tech Spvy
Veronna Bell
(214) 312-3529

Purch Tech Spvy
Louisae Scoggins
(214) 312-3528

Footwear

Merchandise Manager
Frank Oliverio
(214) 312-2795

Acting Merchandise Manager
William C. Howk
(214) 312-2798

Senior Buyer
Henry Culley
(214) 312-2798
Ladies dress, causual shoes, children's shoes (all genders)

Senior Buyer
Mike Mikulecky
(214) 312-2799
All athletic shoes

Buyer
Suzanne O'Brien
(213) 312-2979
Ladies dress casual shoes, children's shoes (all genders)

Buyer
Jim Beverly
(214) 312-2980
Mens military footwear, mens dress & casual shoes, zories, slippers (all genders)

Assistant Buyer
Deborah Glaves
(214) 312-2790
Womens/childrens/mens athletic & fitness shoes

Associate Buyer
Kathleen TeWinkle
(312) 214-2807
Womens sandels, moon boots, snow joggers (all genders)

Associate Buyer
Bill Coody
(214) 312-2381
Childrens dress & casual shoes, slippers

Associate Buyer
George McGahee
(214) 312-2381
All military footwear

Purch Tech
Frances Sanders
(214) 312-2258

Jewelry

Merchandise Manager
Karen J. Forsyth
(214) 312-3624

Buyer
Donna Davis
(214) 312-3714
Fine jewelry w/o diamonds, 14K gold chain

Buyer
Jimmie Ogbugbulu
(214) 312-2198
Bridge and fashion jewelry

Buyer
Mark Roessler
(214) 312-3618
Watches, watch batteries, watchbands,

Buyer
Vivian Skalasky
(214) 312-3657
Clocks, personal leather goods, accessories

Purch Assistant
Pat Thompson
(214) 312-3616

Buyer
James Mahoney
(404) 363-5163

Panasonic introduces the Palmcorder. A compact VHS camcorder that fits in the palm of your hand.

Before you buy a compact camcorder, be careful. Some compact camcorders shoot tapes that won't play in the VHS recorder you already own. Instead they force you to connect your camcorder to yo ir TV every time you want to watch your tapes. And because your camcorder's being used for recording and playback, it's getting twice the wear.

Not with the Panasonic Palmcorder camcorders. They're all VHS. There are no loose wires or complicated connections. Their tapes simply slip into the PlayPak which then slides into your VCR like any ordinary tape. And just as important, anyone with a VHS recorder and a PlayPak can watch your home videos. And you couldn't ask for better picture quality. The Panasonic PV-21 Palmcorder combines 4 lux low light capability and 5 watt color enhancement light to give you sparkling clear shots. Its flying erase head produces clean transitions between scenes. And it has an 8 to 1 zoom lens with digital auto focus to create an ultra sharp image even in macro mode.

Today all compact VHSC camcorders may look alike, until it's time to watch your tapes. So before it's too late, before you buy a compact camcorder, Panasonic has a good question for you . . . "Will its tapes play in your VCR?"

WARNING! BEFORE YOU BUY A COMPACT CAMCORDER, ASK..."WILL ITS TAPES PLAY IN MY VCR?"

THE PANASONIC PALMCORDER.™ IT'S VHS! SO ITS TAPES WILL PLAY IN YOUR VHS RECORDER.

PlayPak included so its tapes will play in your VHS recorder.

OFFICIAL SPONSOR 1992 U.S. OLYMPIC TEAM 36 U.S.C. 380

USA

Panasonic.
just slightly ahead of our time.

Fine jewelry w/diamonds

Buyer
Tracy Turner
(404) 363-5163
Bridal, anniversary rings, jackets/wraps, pins, enhancers, hair jewelry, mens jewelry

Buyer
Laura Stewart
(404) 363-5163
Cocktail/diamond/genuine stone rings, bracelets, earrings, neckwear, children's jewelry

Assistant Buyer
Ann Zuber
(404) 363-5163
Diamond caravan-IM, 14K gold caravan-IM

Associate Buyer
Michael Monteleagra
(404) 363-5163
Customer Service

Consumables Division (PD-C)

Chief
Herb Prins
(214) 312-2225

Assistant Chief
Larry D. Williams
(214) 312-3656

Associate Buyer
Pam Rice
(214) 312-6174

Tobacco & Grocery Branch

Merchandise Manager
Frank Grippy
(214) 312-2569

Grocery Section

Senior Buyer
Jack Leavitt
(214) 312-3226
Frozen/chilled

Buyer
Ronald J. Alleva
(214) 312-3216
Dry/retail foods

Buyer
Dave Destefani
(214) 312-3227
Retail direct delivery food frozen/chilled

Ass't Buyer
Robert Quintana
(214) 312-3893
Dry retail food, juice/water/fruits/veg

Assistant Buyer
Len Thomas
(214) 312-2178
Dry grocery/coffee/tea/baby food/baking basic

Assistant Buyer
Jerry Owen
(214) 312-2862
Dry grocery/dessert/meats/seafood/milk

Associate Buyer
Patricia Chavarria
(214) 312-3983
Retail direct/frozen delivery food/chilled

Associate Buyer
Lorene Kelly
(214) 312-6597
Retail Frozen/chilled

Buyer
Bill Russell
(214) 312-2864
Non-Perishable/bread/pastry, ice/water, eggs

Assistant Buyer
Doreta Pierot
(214) 312-2693
Inst direct delivery bread/pastry/ice

Candy/Snacks/Tobacco Section

Senior Buyer
Jack Pegues
(214) 312-3215
Buyer
Kathleen Wulff
(214) 312-3789
Chips/dips

Buyer
Dean Weller
(214) 312-3217
Tobacco/accessories theatre candy

Assistant Buyer
Kathy Lester
(214) 312-3338
Candy

Associate Buyer
Lisa McMurray
(214) 312-2397
Tobacco

Assistant Buyer
Evelyn Kaylor
(214) 312-3858
Boxed candy/cookies, trading cards

Assistant Buyer
Bonnie Rogers
(214) 312-3172
Crackers/cookies, meat snacks

Assistant Buyer
Laura McLaughlin
(214) 312-3859
Candy

Associate Buyer
Melva Johnson
(214) 312-2841
Snacks

Health & Beauty Aids/Cosmetics/Fragrances

Merchandise Manager
Larry D. Williams
(214) 312-3421
Dual Cap-Asst Chief

Health & Beauty Aid Section

Senior Buyer
Anna Ransom
(214) 312-3247
HBA/Cosmetics/Fragrances

Buyer
Sheryl Somerville
(214) 312-3230
AAFES Brands, Ethnic HBA items/sunglasses/reading glasses

Buyer
Medi Bolling
(214) 312-3248
OTC Drugs/eye care/foot aids/acne products/vitamins/suncare/baby products

Buyer
Cheryl Sandoval
(214) 312-3246
Fragrances/soap/bath accessories

Buyer
Kathryn Perkowski
(214) 312-6612
Hair care/mens toiletries/oral Hygiene/deodorants

Assistant Buyer
Yvette Sanderson
(214) 312-3928
Personal care, appliances/household, paper/feminine hygiene/creams/lotions

Assistant Buyer
Frances Byrd
(214) 312-2868
Health aids

Assistant Buyer
Juanita Wilkerson
(214) 312-3348
Soaps and ethnic hair products

Assistant Buyer
Phyllis Gammon
(214) 312-3436
Mens toiletries

Assistant Buyer
Louis Lee
(214) 312-2756
Hair care, oral hygiene

Assistant Buyer
Peggy Steger
(214) 312-2015
Personal care appliances, household paper/fem hygiene/creams/lotions

Associate Buyer
Leslie Munsey
(214) 312-2858
AAFES Brands

Stationery Section

Senior Buyer
Guy Ormiston
(214) 312-3053
Publications/books/magazines

Buyer
Liz Burkepile
(214) 312-3239

SKILCRAFT
Quality
Blind-Made Products

From Our Family To Yours —
SKILCRAFT® Blind-Made Products

When you buy SKILCRAFT® products —

Military patrons benefit with:

- High quality, competitively priced household products
- Large selection from a variety of products for every need
- Convenient one-stop shopping

Blind Americans benefit because:

- Your purchases provide them with employment in 110 locations in the United States

SKILCRAFT® trademark licensed by National Industries for the Blind

Typewrt/frames/calculators/flags

Assistant Buyer
Kathy Kozlowski
(214) 312-3318
Writing instruments/drawing & art supplies

Assistant Buyer
Jean Conley
(214) 312-2398
Stationery/paper tablets/envelopes

Assistant Buyer
Mark Moody
(214) 312-3241
greeting cards/wrap paper/seasonal (xmas)

Associate Buyer
Nancy Evans
(214) 312-6598
paper supplies/stationery, seasonal/decorations (xmas)

Associate Buyer
Teresa Hutson
(214) 312-2688
Art supplies/typewriters/calculators

Beverage Branch

Merchandise Manager
Rick Lyon
(214) 312-3719

Beverage Warehouse Section

Senior Buyer
Ed Sparling
(214) 312-6581
Distilled spirits/mixers

Buyer
James Doutre
(214) 312-6582
Wine

Buyer
Lori Butler
(214) 312-6583
Beer & soft drinks

Associate Buyer
Steve Lushbaugh
(214) 312-2022
Warehouse-to-warehouse

Beverage Contract Section

Senior Buyer
Ole Hill
(214) 312-6580
Draft beer and fountain syrup

Buyer
Eddie Trevino
(214) 312-3394
Southern operations, central operations

Buyer
Linda T. Talley
(214) 312-3710
Eastern operations, western operations

Hardlines Division (PD-H)

Chief
Gene A. Jones
(214) 312-2771

Assistant Chief
James M. Davis
(214) 312-2306

Buyer
Anthony Williams
(214) 312-3648
Tent Sales

Associate Buyer
Dan King
(214) 312-6540
Tent Sales

Merchandise Manager
Don Sydlik
(214) 312-2598
Audio/photo branch

Sr. Buyer
Vacant
(214) 312-2598
TV/VCR/computers/components

Buyer
Dan Lemon
(214) 312-3975
Audio components, speakers, music systems

Buyer
Mu Yi
(214) 312-3980
Television, camcorders, laser disks, video cass recorders

Buyer
Mike Cooper
(214) 312-2319
Computers/software

Associate Buyer
Cynthia Phifer
(214) 312-2837
Video games, photo film

Assistant Buyer
Dennis McConduit
(214) 312-3976
Portable audio, clock radios

Senior Buyer
Bob Munsey
(214) 312-3623
Photo/audio/video accessories, car stereos, telephones

Assistant Buyer
Kevin Cantrell
(214) 312-2553
Telephones and car stereos

Buyer
Herb Lai
(214) 312-2330
Cameras, photo equipment

Buyer
Bill Eddings
(214) 312-3978
Musical inst., audio/video access, blank tapes

Buyer
Randy Rostad
(404) 363-5761
Pre-recorded video tapes

Buyer
Beverly Bellew
(404) 363-5761
CD's, top ten best sellers

Assistant Buyer
Beckie Zajicek
(404) 363-5761
Basic music cassettes & CD's

Merchandise Manager
Bill R. Sullivan
(214) 312-3315
Toys/Luggage/Sports/Outdoor Living/Auto/Hardware

Senior Buyer
Gary Tunnell
(214) 312-2133
Sporting goods, outdoor living

Buyer
John Engroff
(214) 312-2585
Sporting goods

Buyer
Sandra Bonander
(214) 312-3256
Outdoor living

Assistant Buyer
Sherrill Holcomb
(214) 312-3272
Outdoor living

Assistant Buyer
Phyllis Hamilton
(214) 312-2236
Outdoor living

Associate Buyer
Vacant
(214) 312-2236
Sporting goods

Assistant Buyer
Ray Downs
(214) 312-3613
Camping

Sr.Buyer
Joyce Marrow
(214) 312-2996
Luggage/toys

Buyer
Tom Cobb
(214) 312-2997
Toys

Buyer
John Akridge
(214) 312-3723
Bicycles, hobbies

Assistant Buyer
Alex McKenzie
(214) 312-3967
Toys

Assistant Buyer
Flynt Nichols
(214) 312-2524

SEAGRAM IS YOUR STRONGEST ALLY IN THE BATTLE FOR PROFITS.

Outnumbered by overhead costs and outflanked with inventory, making a profit isn't easy, but with the right support, it can be done and done well.

Strategic marketing, aggressive merchandising and effective advertising have built a formidable reputation for the Seagram brands. Customers, loyal to premium Seagram brands, return premium profits with each and every purchase.

Use the strength of the Seagram commitment to take the advantage in the battle for profits.

Joseph E. Seagram & Sons, Military Account Sales, New York, NY

Luggage

Senior Buyer
Ken Wilson
(214) 312-2741
Automotive

Assistant Buyer
Troy Booker
(214) 312-3647
Automotive accessories

Buyer
Donald C. Ruff
(214) 312-3022
Auto chemicals, accessories

Buyer
James E. Blake
(214) 312-3316
Tires, batteries

Buyer
Ray Howard
(214) 312-6372
Auto Hard Parts

Associate Buyer
Hanna Lore Lenz
(214) 312-3971
Auto accessories

Associate Buyer
Chris Burton
(214) 312-3022
Auto parts

Senior Buyer
Peter Clendenon
(214) 312-2135
Tools/hardware

Buyer
Hans Holzhammer
(214) 312-2800
Hardware, paint

Buyer
Linda Whitacre
(214) 312-2800
Cleaning supplies

Assistant Buyer
Eric Endel
(214) 312-3799
Power tools and accessories

Assistant Buyer
David Bittick
(214) 312-3106
Pet supplies

Assistant Buyer
Martha Carr
(214) 312-3116
AAFES Brand cleaning supplies, shoe care access

Associate Buyer
Vacant
(214) 312-3201
Hardware

Senior Buyer
Brad Cadman
(214) 312-6105
Gasoline

Associate Buyer
Sharon Stewart
(214) 312-2147
Gasoline

Merchandise Manager
Ken Buffaloe
(214) 312-3251
Home furnishings branch

Senior Buyer
Betty Gilbert
(214) 312-2646
Giftware/tabletop/sewingn/crafts

Senior Buyer
Vic Combs
(214) 312-3793
Appliances/housewares

Buyer
Gloria Dixon
(214) 312-6306
Small electrics

Assistant Buyer
Terrie Koehler
(214) 312-3257
Cookware/kitchen gadgets/cutlery/bakeware

Associate Buyer
Joel Gagui
(214) 312-2136
Air comfort/floor care/microwaves

Assistant Buyer
Tracy Harvey
(214) 312-3970
Dinnerware/glassware/flatware

Assistant Buyer
June Coleman
(214) 312-2098
Plastic, wood, glass, cookware

Buyer
Heidi Sager
(214) 312-3268
Giftware

Associate Buyer
Bobbie Smith
(214) 312-2028
Giftware

Senior Buyer
James Howard
(214) 312-3267
Furniture/linens/domestics

Assistant Buyer
Barbara Mandel
(214) 312-2773
Juvenile furniture, lamps, caskets

Associate Buyer
Rochelle McNally
(214) 312-2379
RTA Furniture

Buyer
Melvin Asuncion
(214) 312-3524
Furniture

Assistant Buyer
Andrew Fisher
(214) 312-2134
Rugs, mirrors, folding furniture, door mats, mattresses & box springs, bed frames

Buyer
Tom Wilmoth
(214) 312-3517
Bed linens, decorator shops

Assistant Buyer
Rose Nelson
(214) 312-3518
Tabletop linens, decorative pillows, curtains, bathroom accessories

Assistant Buyer
Kathleen Nation
(214) 312-2825
Towels, bath mats

Assistant Buyer
Teri Willis
(214) 312-3269
Crafts, notions & thread, sewing machines

Associate Buyer
Jacquie Paterick
(214) 312-2574
Whse requirements, fabric, patterns

Military Clothing Division (PD-U)

Chief
Rex C. Keely, Sr.
(214) 312-2601
All MCSS Items

Merchandise Manager
Harold Mandel
(214) 312-2990
All military items

Senior Buyer
Carol Williams
(214) 312-3208
Army & Air Force uniforms

Buyer
Anita Marx
(214) 312-2993
Air Force

Buyer
Lana Gerdock
(214) 312-3205
Army

Buyer
Pam Baur
(214) 312-3202
Air Force

Buyer
Frank Miller
(214) 312-2083
Insignia - Army & Air Force

Assistant Buyer
Linda Jimenez
(214) 312-3211
Insignia/Open order - all

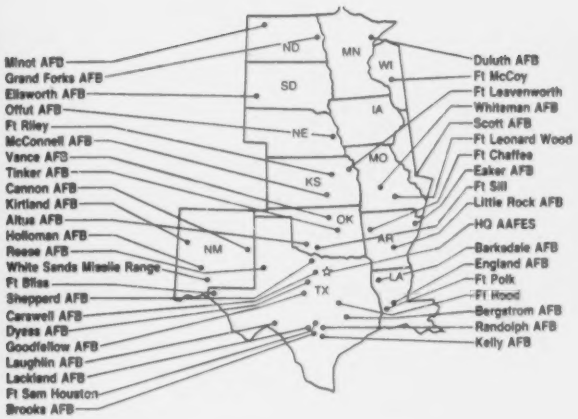
Ops Spec
Vernon Runyan
(214) 312-3779
Army

Ops Spec
Juan Zuelchner
(214) 312-3204
Air Force

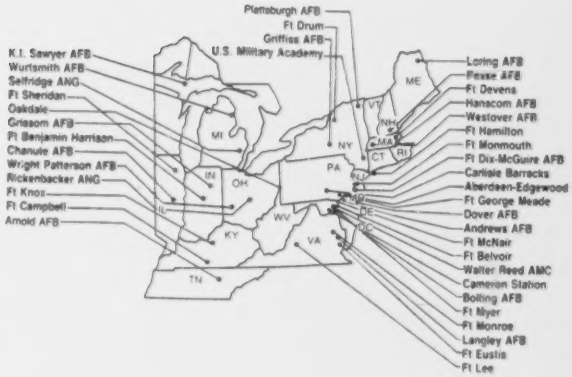
AAFES CONUS EXCHANGE REGIONS

2727 LBJ Freeway
Dallas, TX 75234-7315

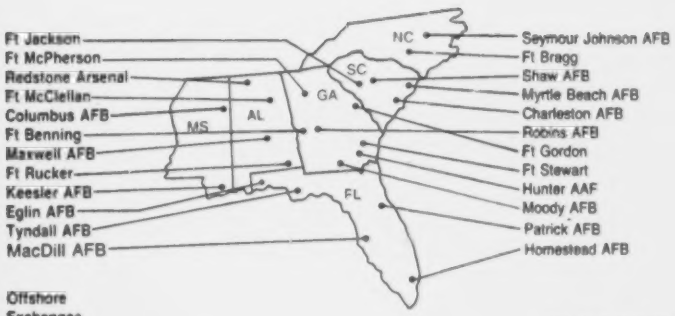
CENTRAL OPERATIONS



EASTERN OPERATIONS



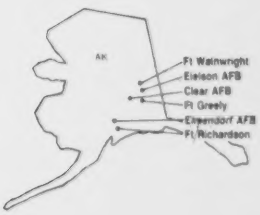
SOUTHERN OPERATIONS

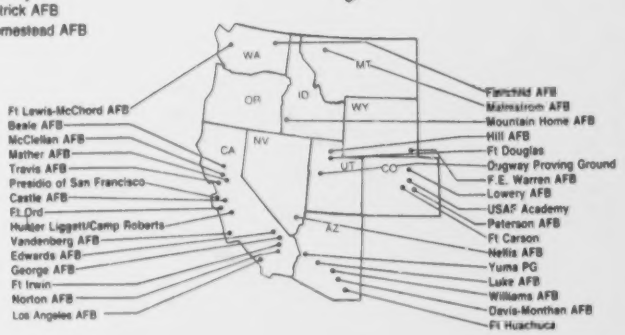


Offshore Exchanges

Thule AB (Greenland)
Sondrestrom AB (Greenland)
Lajes Field (Azores)
Puerto Rico-Ft Buchanan
Panama

WESTERN OPERATIONS



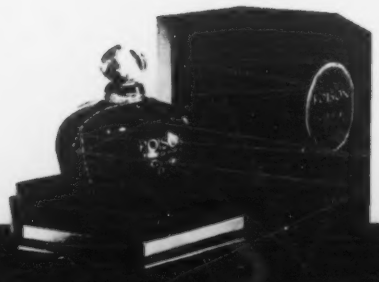


AAFES-EUROPE

SAUDI ARABIA

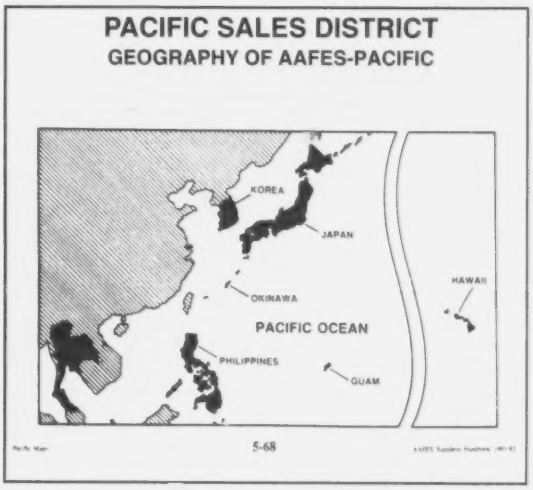
ChristianDior

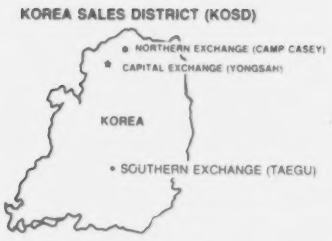
POISON



ESPRIT DE PARFUM EAU DE TOILETTE EAU DE COLOGNE

AAFES-PACIFIC





ROYAL OAK HAS EVERY GRILL COVERED

The charcoal family that covers the entire category. No matter what your charcoal customer's taste, Royal Oak's full family of quality products has it covered. There's America's favorites Royal Oak traditional and Royal Oak With Mesquite —now with 33% more mesquite to cash in on any customer preference. The increasingly popular Instant Lighting Brix in the "small package with the big profit margin." The first choice of outdoor lovers everywhere. For your more budget-minded customers there's value-priced charcoal like Ole Diz, Sparky and Grill Time. Also private label brands customized to your store's image and specifications.

Royal Oak has an extended family as well. Headed by Royal Oak Lighter Fluid with a new improved formula. Royal Oak Hickory and Mesquite Chips—perfect for customers who crave extra flavor or cook with non-charcoal grills. Star Grill and instant lighting Charcoal Plus. Both natural chunk charcoals. Minit Lite, an instant lighting quality briquette at a value price.

Introducing Royal Oak Light. The ultimate in charcoal convenience. It's quick and simple, just light the bag.

NEW

Deal with the leader. For products with premium quality, greater customer preference and awareness look to nationally advertised Royal Oak, the one vendor who can supply all your charcoal needs.

ROYAL OAK ENTERPRISES, INC.
900 Ashwood Parkway, Suite 900, Atlanta, GA 30338. Phone (800) 241-9555
Represented by Dunham & Smith

IM Spec
Paula Lewis
(214) 312-2992
DPSC (USAF & USA)

Purch Agent
Dyann Watson
(214) 312-3889
Special orders/one time buys

Pacific Division

Chief
Roy Nielsen
011-81-0425-52-2511 (Ext 3785)
FAX: 81-425-52-0319

Assistant Chief
Terry Wagner
X3786
Clock radios/portables, computer & accessories

Buyer
Arthur Carroll
X9877
TV's/VCR's, camcorders, car stereos/telephones, component rack system

Assistant Buyer
William Bukovec
X9863
Separate components, blank tapes, mus instruments, AV accessories

Buyer
Kenneth Weir
X3711
Photo, video games, appliances, bikes, stationery, outdoor living

Assistant Buyer
Chun Na Son U
X3711
Toys, sporting goods, christmas decoration (non-giftware)

Buyer
Carl Silber
X3712
Jewelry, watches, clocks, cookware, china

Assistant Buyer
DeLee Winkelmann
X3788
Giftware

Buyer
Thomas Ota
X3731
Cost & retail food, expense, motorcycles, furniture, carpets, lamps, luggage, clocks, automotive, class-six, support procurement

Buyer
Mira Marr
X3713
Outerwear, skiwear, rainwear, furs, jeans, sweater, pants, shorts, short sets, infants, toddler, new born, girls dresses, ms & jr dresses, skirts, related seps, knit tops, woven shirts/blouses, warmup & jog sets, Esprit

Supply Spec
Roderick Holman
X3713
Linens/domestics

Institutional
(214) 312-2382

Retail Grocery, Candy/Snacks
(214) 312-2771
FAX: (214) 312-6626/3171

Contracts
(214) 333-6201
FAX: (214) 333-6203

Equipment & Expense
(214) 333-6103
FAX: (214) 333-6196

Special Contracts
(214) 333-6263
FAX: (214) 333-6199

Procurement Support & Policy Directorate

Director
COL Robert C. Karlseng, USA
(214) 312-7610
(214) 312-2138
FAX:(214) 312-2369

Deputy Director
Roger A. Perez, C.P.M.
(214) 312-7600

Administrative Services Branch

Communications Center
(214) 312-3828
FAX: (214) 312-3000

Customer Facility Directorate

NOTE: Customer Facility Directorate will relocate in mid-October. Phone numbers are unknown at present. For information call AAFES switchboard at (214) 312-2590.

Director
R.T. Wulff

Command Engineer
COL Ed Kane, USA

Systems and Accounting Division Chief
Larry Brewer

Engineering Design and Spt. Div. Chief
Gary Petras

Mall Development Division Chief
Phil Roach

Branch Retail/Auto Division Chief
Max Jewell

Food Division Chief
Bob Mueller

Operations Design and Support Div. Chief
George Hayashi

Facility Support Directorate

Director
Earl H. Norder

Field Support Division Chief
Bill Baucum
(214) 312-3685

Standards & Value Engineering Division Chief
Tony Roberts
(214) 312-3841

Financial Management and Accounting Directorate

Chief Financial Officer
Martin R. Handel
(214) 312-2551

Deputy Director
Russell English
(214) 312-2551

Accounts Payable Division Chief
Orman E. Frazier
(214) 312-3161

Financial Management Division Chief
Frank Vitullo
(214) 312-2731

Loss Prevention Division

Chief
Col Lars V. Vedvick, USAF
(214) 312-2721

Deputy Chief
William H. Cafferty
(214) 312-2721

Management Information Systems Directorate

Director
James C. McKinney
(214) 312-3371
(214) 312-3371/2152/6052
FAX:(214) 312-2843/3639/6034

Deputy Director
James T. Simmons
(214) 312-3371

Data Resource Management Division Chief
Fred G. Barnett
(214) 312-3672

Computer Processing Division Chief
Harold L. Waller
(214) 312-2671

Systems Development Division Chief
Thomas G. Saga
(214) 312-2561

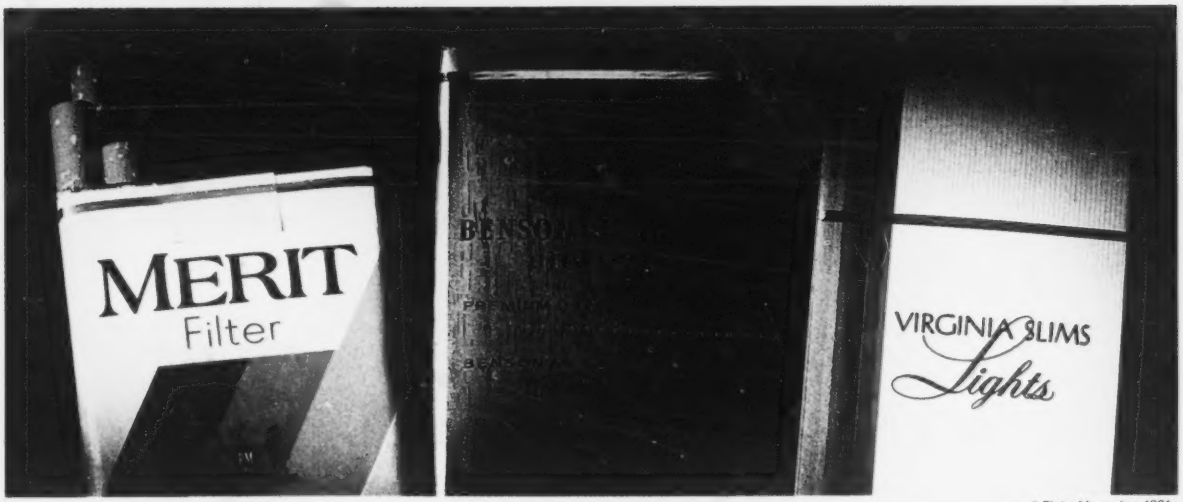
Technical Resource & Planning Division Chief
Samuel Lankford
(214) 312-2150

People Resources Directorate

Director
Michael R. Cunningham
(214) 312-2761
(214)312-3812
FAX: (214) 312-3429

Deputy Director
Thomas A. Harmon
(214) 312-2761

Even our Number Two brand is Number One.



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So is our Number Three. And our Number Four. In fact, our top four cigarette brands could well be the most important ones you carry.

Merit is the number one selling free-standing low-tar cigarette. Virginia Slims is the number one selling cigarette designed for women. And Benson & Hedges is the number one selling free-standing 100mm cigarette.

Add Marlboro, and you've got four of the fastest-turning brands in the cigarette business, one of your most profitable product categories.

Since so many of your customers are our customers, we should get together. Ask your Philip Morris USA representative about programs designed to turn America's most popular brands into your most profitable brands.

USA PHILIP MORRIS

For details on the wide variety of retail merchandising plans and programs we offer, including display allowances and point-of-sale materials, contact your Philip Morris USA representative.

People Career Management Division Chief
Frank Cedeno
(214) 312-3812

Strategic Planning Directorate

Director
Arthur D. Ryan
(214) 312-3741
(214) 312-3741
FAX:(214) 312-3476

Deputy Director
Gary L. Haynie
(214) 312-3741

Policy and Contingency Planning Division Chief
Robert L. Hicks
(214) 312-2743

Strategic Planning and Organizational Management Division Chief
William J. Barnes
(214) 312-2610

Public Affairs Division

Chief
Col. Helmer A. Gunhus, USAF
(214) 312-3865
(214) 312-2763
(214) 312-2754

Quality Assurance Division

Quality Assurance Division Chief
COL Rodney P. Reed, USA
(214) 312-2711
FAX: (214) 312-3728

Programs & Support Ofc P&S Officer
Robert (Bob) Rogers
(214) 312-2710

Inspection Branch Chief
Richard Zeigler
(214) 312-6375

Western Inspection Section QA Specialist
James Jolley
(214) 312-6443

FDC Inspection Point QA DC Supervisor
Sherry Bowling
(214) 312-2444

Testing and Analysis Branch Chief
Joseph A. Werres
(214) 312-3409

Quality Assurance Laboratory Engineer
Manoj Parikh
(214) 312-3420

Giessen Inspection Point Spvy QA Spec (Giessen, Germany)
Betty Walden
0641-407-415

Hong Kong Inspection Point Specialist (Hong Kong)
Steve Cortes
5-27-6226

Taiwan Inspection Point (Taipei) Specialist
Bill Martin
02-834-9676

Office of the Environmental Engineer
Staff Environmental Engineer
LtCol Stuart Cordts, USAF
(214) 312-6188

Office of the Staff Veterinarian
Staff Veterinarian
LTC Paul Caron, USA
(214) 312-3763

Asst to Staff Vet
CWO Mike Welch, USA
(214) 312-3736

AAFES Operations Center (AOC)

2727 LBJ Freeway
Dallas, TX 75234-7315
(214) 280 + EXT

Central Region

Mail: P.O. Box 650455
Dallas, TX 75265-0455

Director
Danny L. McDaniel
7100

Deputy Directory
Harry W. Marshall
7101

Eastern Region

Mail: P.O. Box 650454
Dallas, TX 75265-0454

Director
Robert F. Winston
7200

Deputy Director
James K. Winters
7201

Southern Region

Mail: P.O. Box 650447
Dallas, TX 75265-0447

Director
W.J. Leach
7300

Deputy Director
Charles A. Fox
7307

Western Region

Mail: P.O. Box 650429
Dallas, TX 75265-0429

Director
James E. Glisson
7400

Deputy Director
Al Swingle
7401

AAFES-Distribution

Office: AAFES Operations Center
2727 LBJ Freeway
Dallas, TX 75234-7315
Mail: AAFES Distribution
P.O. Box 66032
Dallas, TX 75266-0302
Telephone prefix: (214) 280-XXXX

Director
Dan B. Sauder
7427

Deputy Director
COL Michael S. Featherston, USA
7427

Deputy Director
Robert Summerlin
7427

Operations Support Center (OSC)
Chief, Admin. Office
William R. Muhr
7013

Chief, Contracting Office
J.R. Thomas
7605

Chief, Engineering Office
Frank J. Cinatal
7575

Chief, Finance & Acctg Office
Tom Leach
7830

Chief, Information Sys Ofc
David Kennedy
7887

Chief, People Resources
Keith Bland
7930

Europe Staff Directory

Executive Offices

Munich Civ (089) 6220-xxxx
FAX: (089) 6220-2099

Commander
BG Norman E. Williams
2000

Vice Commander
COL Richard C. Dillenbeck, USAF
2030

Chief Operating Officer, Europe
Mr. Frank Hardt
2060

Executive Officer
LTC James H. Zetti, USA
2080

Sergeant Major
SGM Michel J. Bolduc, USA
2040

Public Affairs Office

Chief
LTC Lemul J. Cato, USA
(089) 6220-8700
FAX: 6220-8799

Customer Relations Section
Mrs Carrie Higley-Krowka
8755

Quality Assurance Field-Europe

Chief
Mr. Robert Rogers
8300

Specialist
Mr. Willie Buster
8418

Retail Division

FAX: 6220-4099

Director
Mr. Roger R. Dix
7000

Deputy
Mr. Joseph DeRossi
7010

Desert Shield Operations
Mr. Dave Lumbley
7015

Main Store Operations
Mr. Phil Feinberg
4020

Automotive Branch Chief
Mr. Walter Kania
4120

Contract Policies & Procedures Branch Chief
Mr. Ray Ziembinski
4530

Merchandise Management Branch Chief
Mr. Joseph DeRossi
7010

Sr. Mdse Mgr, Consumables Sections
Mr. Sonny James
4300

Sr Mdse Mgdr, Hardlines Section
Mr. Tom Froom
4455

Sr. Mdse Mgr, Softlines Section
Mr. Ray Gilliam
4900

Retail Operations Branch
Mr. John Hanson
4195

Retail Support Branch Chief
Mr. Dieter Pohl
4950

Military Clothing Branch Acting Chief
Mr. Mike Minnick
4075

Europe District Managers Military

Tri-Border Sales District
Mr. Edgar L. Von Trotha
(069) 8308
EXT 242/3

Kaiserslautern Sales District
Mr. Luis Merced
(0631) 7101
EXT 112/3

Nuernberg Sales District
Mr. Barry L. Gordon
(0911) 714310/11

Italy Sales District
Mr. Robert Bohn
(0039-444)
500379

Saudia Arabia Sales District
Mr. Mike Bixby
09663-857-4877/4855

Turkey Sales District
Mr. John E. Tokar
(0090-51) 257619
132046

European Basin Sales District
Mr. Don Atkinson
(0044-842) 827554/200

Pacific Staff Directory
AAFES Pacific

Command Group

Commander and Chief Executive Officer, Pacific
Col John E. Murphy, USAF
(808) 533-8400

Vice Commander and Vice Chief Executive Officer, Pacific
COL Alfred J. Finch, USA

Chief Operating Officer, Pacific
Dorothy K. Witt

Senior Enlisted Advisor
CMSgt John W. Henry, USAF

AAFES Distribution Center Locations and Addresses

CONUS

Atlanta DC
Shipping: Building 308
Fort Gillem
Forest Park GA 30051-1957
Mailing: AAFES Distribution Section
P.O. Drawer W-W
Forest Park, GA 30051-1957

Dan Daniel DC
Shipping: 231 Enterprise Drive
Newport News, VA 23604-0666
Mailing: Same as above

Dayton DC
Shipping: 1507 Wilmington Pike
Bldg. 47 DEF ELEC SUP CNT
Gentile Air Force Station
Dayton, OH 45444-5500
Mailing: Same as above

Fashion DC
Shipping: 3911 S. Walton Walker Blvd.
Dallas, TX 75236-1598
Mailing: P.O. Box 660278
Dallas, TX 75266-0278

Norton DC
Shipping: Building 555, 6th Street
Norton AFB, CA 92409
Mailing: P.O. Box 4338
Norton AFB, CA 92409-0338

Oakland DC
Shipping: Building 640, Door #1
Oakland Army Base
Oakland,CA 94626
Mailing: P.O. Box 24273
Oakland, CA 94623-1273

Waco DC
Shipping: 1801 Exchange Pkwy.
Waco, TX 76712
Mailing: Same as above

Europe

European Distribution Area
Shipping: AAFES-EDA
Giessen Depot
Roedgenstrasse 15
6300 Giessen 11 Germany
Mailing: European Distribution Area
AAFES-EDA
APO AE 09143-003

Giessen DC
Shipping: Giessen Distribution Center
Giessen Depot
Giessen, Germany
Mailing: Giessen Distribution Center
AAFES Distribution
APO AE 09143-003

Gruenstadt/Kindsbach DC
Shipping: Gruenstadt/Kindsbach DC
Germany
Mailing:

Gruenstadt/Kindsbach DC
APO AE 09056-0003

Italy DC
Shipping: Italy Distribution Center
Camp Darby, 56018
Tombolo (Pisa), Italy
Mailing: Italy Distribution Center
AAFES Distribution
APO AE 09019-0003

Turkey DC
Shipping: Turkey Distribution Center
Hacilar Kiri, Bornova
Izmir, Turkey
Mailing: Turkey Distribution Center
AAFES Distribution
APO AE 09129-003

United Kingdom DC
Shipping: United Kingdom Dist. Ctr.
Hangar 4, RAF Feitwell
Thetford, Norfolk IP25 4H1
Mailing: United Kingdom Dist. Ctr.
AAFES-Europe
APO AE 09129-003

Pacific

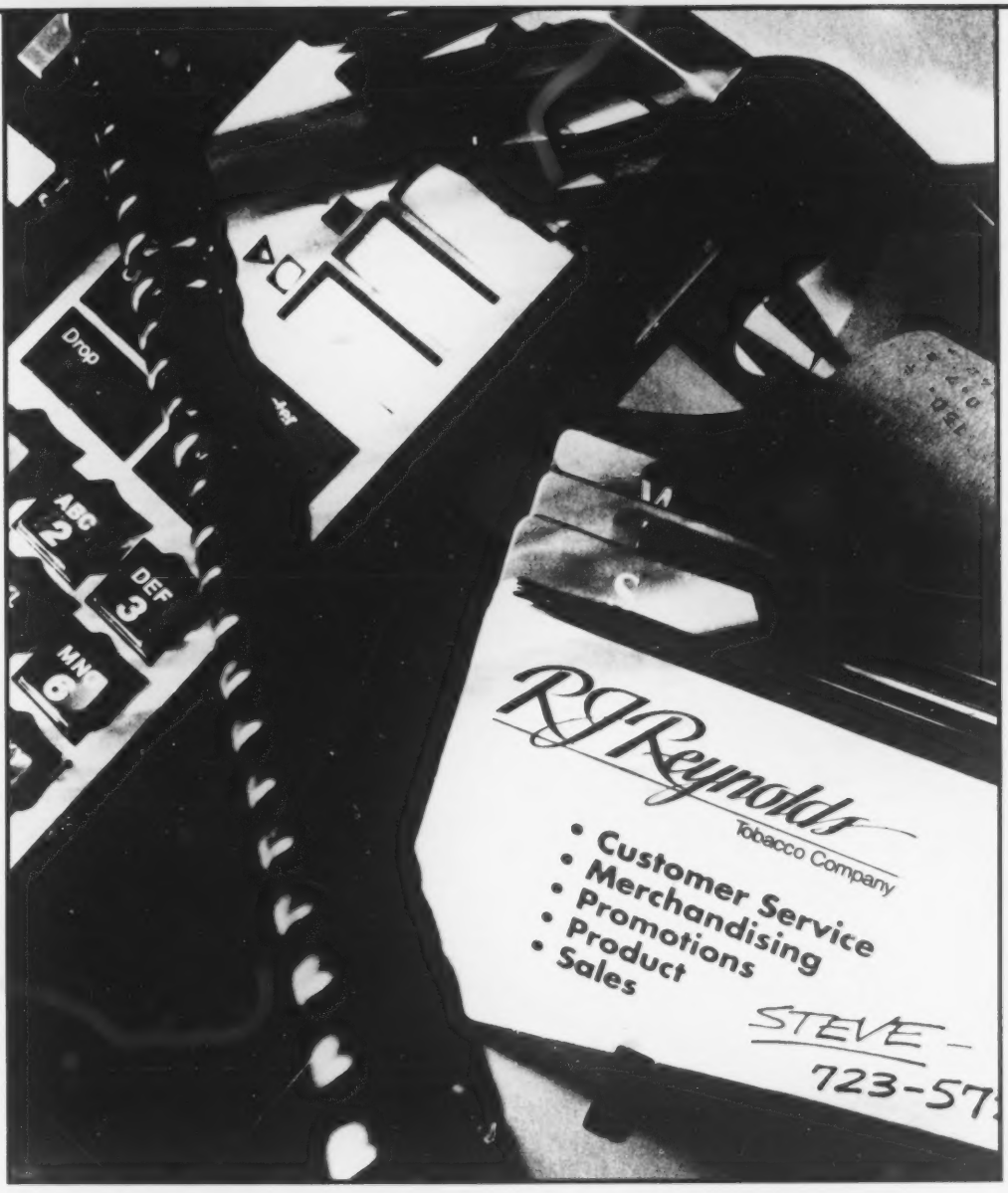
Guam DC
Shipping: Guam Distribution Center
Anderson Field South
Building 910, Guam
Mailing: Building 910
APO AP 96543

Hawaii DC
Shipping: Hawaii Distribution Center
Bldg 910
Kapalama, Hawaii
Mailing: Hawaii Distribution Center
919 Ala Moana Blvd.
Honolulu, HI 96814

Japan DC
Shipping: Japan Distribution Center
Yokota AB, Bldg. 4084
Fussa-shi, Tokyo
Mailing: Japan Distribution
Center APO AP 96378

Korea DC
Shipping: Korea Distribution Center
Camp Market, Korea
Mailing: AAFES-Korea
Distribution Center
APO AP 96483-0003

Pacific DC
Shipping: Okinawa Distribution Center
Kamp Kinser, Bldg 801
Okinawa
Mailing: Japan Sales District
Distribution Branch
APO AP 96344-3608



THE STRONGEST BUSINESS PARTNERSHIPS ARE BASED ON PEOPLE, NOT CONTRACTS.

No one works harder to build every part of your business.

RJ Reynolds Tobacco Company

Your Partner In Performance.

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1992 SALES PROMOTION SCHEDULE

Week	Dates	Event Title
1	2-5 Jan 92	Stock-up Sale
2	Begins 9 Jan	Action Industries
3	15-20 Jan	Pre-Inventory Sale
4	23-26 Jan	Sale
5	30 Jan-2 Feb	Sale
6	6-9 Feb	Valentine's Day Sale
7	13-17 Feb	President's Day Sale
8	20-23 Feb	Sale
9	27 Feb-1 Mar	Electronic Sale
10	5-8 Mar	Spring Sale
11	12-15 Mar	St. Patrick's Day Sale
12	19-22 Mar	Fix-up Sale
13	26-29 Mar	Spring Is In The Air
14	1-5 Apr	Easter Sale
15	9-12 Apr	Sale
16	16-19 Apr	Sale
17	23-26 Apr	Baby Sale
18	30 Apr-5 May	Mother's Day Sale
19	7-10 May	Sale
20	14-17 May	Armed Forces Day Sale
21	21-25 May	Memorial Day Sale
22	28-31 May	PCS/Moving Sale
23	Begins 4 Jun	Action Industries
24	11-14 Jun	Home Sale
25	16-21 Jun	Father's Day Sale
26	25-28 Jun	White Sale
27	2-5 Jul	4th of July Sale
28	9-12 Jul	Outdoor/Summer Sale
29	16-21 Jul	Back-to-School Sale
30	23-26 Jul	Anniversary Sale
31	30 Jul-2 Aug	School Days Sale
32	6-9 Aug	School Theme
33	13-16 Aug	August Sale
34	20-23 Aug	Summer's End Sale
35	27-30 Aug	Home Show Sale
36*	3-7 Sep	Labor Day Sale
37	10-13 Sep	Home Improvement Sale
38	17-20 Sep	World of Fashions
39	Begins 24 Sep	Action Industries
40	1-4 Oct	Home Entertainment Sale
41*	8-12 Oct	Columbus Day Sale
42	15-18 Oct	Fall Into Fashion
43	22-25 Oct	For The Home
44	29 Oct-3 Nov	Pre-Holiday Sale
45	5-10 Nov	Gift of Giving
46	11-17 Nov	Veteran's Day Sale
47	19-24 Nov	Gift of Giving
48	27 Nov-1 Dec	Gift of Giving
49	3-8 Dec	Gift of Giving
50	10-15 Dec	Gift of Giving
51	17-24 Dec	Gift of Giving
52	26-28 Dec	Gift of Giving

** Sale runs through Monday holiday.*

The fine line of distinction

distinctly leaders!

Represented By
DUNHAM & SMITH Agencies, Inc.

MILES

1991
Miles Inc.
Consumer Healthcare Division
Elkhart, IN 46515

BEECH-NUT OUTGROWS ANOTHERS.

During 1989, according to the Maxwell Consumer Report, Beech-Nut® Chewing Tobacco volume outgrew all other loose leaf brands. The recently released Maxwell Report states "National was the only company showing unit gains in the loose leaf segment." * Beech-Nut Regular, Beech-Nut Wintergreen, and Beech-Nut Spearmint all contributed to this growth.

Beech-Nut is growing because of our unwavering commitment to quality and because of the hard work and extra effort from distributors across America.

Beech-Nut. One brand to really grow with.

®NATIONAL TOBACCO™

* The Maxwell Consumer Report "The Smokeless Tobacco Industry-1989"

CUSTOMER SERVICE (800) 331-5964
ORDER DEPARTMENT (800) 331-5962

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Worldwide Summary, Retail Sales by Department ($ in thousands)

Department/Dept Code	CONUS		Overseas		Mail Order		Worldwide	
	$	%	$	%	$	%	$	%
Automotive/01	$90,323	2.6	$54,956	2.3	$98	0.2	$145,377	2.5
Gasoline/02	358,857	10.4	169,770	7.1	0	0.0	528,627	9.0
Automotive Labor/03	16,705	0.5	6,432	0.3	0	0.0	23,137	0.4
Video Rental/04	7,556	0.2	8,964	0.4	0	0.0	16,519	0.3
Tobacco Products/10	112,018	3.2	48,594	2.0	0	0.0	160,612	2.7
DPSC Merchandise/19	152,784	4.4	56,775	2.4	0	0.0	209,558	3.5
Food, Candy & Snacks/20	187,198	5.4	176,815	7.4	47	0.1	364,061	6.2
Wine & Wine Coolers/22	44,965	1.3	21,887	0.9	0	0.0	66,852	1.1
Beer & Beverages/23	137,937	4.0	56,166	2.3	0	0.0	194,103	3.3
Distilled Spirits/25	122,847	3.6	50,857	2.1	0	0.0	173,704	2.9
Carbonated Beverages/29	51,015	1.5	71,467	3.0	0	0.0	122,482	2.1
Toiletries/30	163,935	4.7	103,337	4.3	586	1.2	267,857	4.5
Cosmetics & Fragrances/34	116,543	3.4	54,427	2.3	4	0.0	170,974	2.9
Military Wear/40	64,152	1.9	27,574	1.1	-1	0.0	91,725	1.6
Jewelry/50	29,126	0.8	18,124	0.8	6,745	14.0	53,995	0.9
Watches/51	35,114	1.0	23,072	1.0	115	0.2	58,300	1.0
Precious & Semi-Precious Jewelry/56	48,993	1.4	41,017	1.7	75	0.2	90,084	1.5
Stationery/60	163,076	4.7	76,025	3.2	1,058	2.2	240,160	4.1
Men's Outerwear/70	76,416	2.2	53,717	2.2	432	0.9	130,565	2.2
Men's Furnishings/71	111,598	3.2	69,939	2.9	298	0.6	181,835	3.1
Women's Outerwear/72	111,350	3.2	75,713	3.2	416	0.9	187,478	3.2
Women's Lingerie/73	70,064	2.0	30,085	1.3	449	0.9	100,598	1.7
Boyswear/74	32,154	0.9	21,644	0.9	15	0.0	53,813	0.9
Girlswear/75	28,810	0.8	19,738	0.8	7	0.0	48,556	0.8
Infants' & Toddlers' Wear/76	40,972	1.2	26,681	1.1	81	0.2	67,734	1.1
Footwear/77	122,846	3.6	76,693	3.2	1,075	2.2	200,615	3.4
Linens & Domestics/78	45,234	1.3	33,913	1.4	480	1.0	79,626	1.3
Yardage & Sewing Notions/79	4,128	0.1	12,164	0.5	441	0.9	16,733	0.3
Dinnerware & Flatware/80	11,657	0.3	7,720	0.3	1,150	2.4	20,528	0.3
Kitchenware, Pots & Pans/81	34,104	1.0	20,130	0.8	753	1.6	54,987	0.9
Giftware/82	40,083	1.2	39,004	1.6	5,068	10.5	84,154	1.4
Cleaning Supplies/83	38,459	1.1	23,178	1.0	17	0.0	61,654	1.0
Traffic & Major Appliances/85	65,276	1.9	49,099	2.0	1,525	3.2	115,900	2.0
Furniture & Rugs/86	32,096	0.9	62,586	2.6	1,279	2.7	95,961	1.6
Hardware, Tools, Garden & Pet Supplies/87	78,738	2.3	34,508	1.4	192	0.4	113,438	1.9
Luggage/88	20,797	0.6	11,192	0.5	249	0.5	32,238	0.5
Outdoor Living/89	80,865	2.3	16,711	0.7	76	0.2	97,651	1.7
Sporting Goods & Camping Supplies/91	54,642	1.6	36,428	1.5	1,438	3.0	92,507	1.6
Developed Film/92	12,832	0.4	3,275	0.1	0	0.0	16,107	0.3
Photographic, Optical & Photo Processing/93	46,971	1.4	35,162	1.5	3,092	6.4	85,225	1.4
Toys & Games/95	61,723	1.8	67,375	2.8	608	1.3	129,707	2.2
Computers & Accessories/96	37,680	1.1	49,233	2.1	25	0.1	86,937	1.5
Home Entertainment & Musical Instruments/97	225,249	6.5	346,912	14.5	20,012	41.6	592,172	10.0
Recorded Sound/Video Cassettes/98	67,455	2.0	110,656	4.6	158	0.3	178,269	3.0
TOTAL	**$3,455,343**	**100.0%**	**$2,399,715**	**100%**	**$48,059**	**100%**	**$5,903,115**	**100%**

Wake Up and Smell The Nestlé Beverages.

Nestlé Beverage Company is serving up more variety than ever before. High quality coffees. Teas. Cocoas. Creamers. Juices. Chocolate powders and syrups. All the liquid assets you need to fill your beverage aisle. Now available from one source. And Nestlé Beverage Company helps you grow your business with promotional support to create even more excitement. Stock Nestlé beverage products and cause a stir!

Nestlé

Nestlé Beverage Company

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Represented by the Nestle Military Sales Force (818) 549-6000

Worldwide Sales
($ in millions)

(FY 90)

	Retail	Food	Services	Vending	Direct	Concession	Total Sales
Central Region	862.0	67.5	3.5	22.1	955.1	130.8	1,085.9
Southern Region	831.6	64.0	3.5	21.1	920.1	105.2	1,025.3
Eastern Region	876.2	56.1	2.6	16.8	951.7	104.1	1,055.8
Western Region	885.4	78.5	2.9	13.3	980.1	91.6	1,071.7
Con HQ's	0.0	0.0	0.0	0.0	0.0	0.0	0.0
CONUS	**$3,455.3**	**$266.1**	**$12.6**	**$73.1**	**$3,807.1**	**$431.7**	**$4,238.8**
Europe	1,747.9	216.7	39.3	57.5	2,061.4	156.2	2,217.7
Pacific	651.7	119.0	5.5	23.8	800.0	117.0	917.0
Overseas	**$2,399.7**	**$335.7**	**$44.8**	**$81.3**	**$2,861.5**	**$273.2**	**$3,134.7**
Mail Order	48.1	0.0	0.0	0.0	48.1	0.0	48.1
Dist.	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Total Worldwide	**$5,903.1**	**$601.8**	**$57.3**	**$154.4**	**$6,716.7**	**$704.9**	**$7,421.6**

Summary of Customer Activities by Reporting Classification

(FY90)

Customer Activities	Conus	Europe	Pacific	Total
Retail	2,386	2,355	762	5,503
Military Clothing	161	79	23	263
Food	1,072	842	388	2,302
Services	3,367	1,517	898	5,782
Theaters	324	154	55	533
Vending	1,450	587	135	2,172
Subtotal	**8,760**	**5,534**	**2,261**	**16,555**
Support Activities				
Depot/warehouse	234	355	99	688
Total	**8,994**	**5,889**	**2,360**	**17,243**

Summary of Customer Activities by Reporting Classification

CONUS Activity Description	No. of Branches	No. of Annexes	Total
Main Stores	152	64	216
Branch Retail Stores	266	34	300
Specialized Stores	70	530	600
Military Clothing	161	0	161
Automotive Sales, Services & Repair	212	42	254
Shoppettes	199	43	242
Concession	483	95	578
Class Six	166	30	196
	1709	**838**	**2547**

Pacific Activity Description	No. of Branches	No. of Annexes	Total
Main Stores	23	27	50
Branch Retail Stores	59	18	77
Specialized Stores	26	3	29
Military Clothing	23	0	23
Automotive Sales, Services & Repair	111	54	165
Shoppettes	32	4	36
Concession	199	163	362
Class Six	30	13	43
	503	**282**	**785**

Europe Activity Description	No. of Branches	No. of Annexes	Total
Main Stores	60	170	230
Branch Retail Stores	140	80	220
Specialized Stores	61	13	74
Military Clothing	79	0	79
Automotive Sales, Services & Repair	471	67	538
Shoppettes	120	30	150
Concession	1001	17	1018
Class Six	89	36	125
	2021	**413**	**2434**

Worldwide Activity Description	No. of Branches	No. of Annexes	Total
Main Stores	235	261	496
Branch Retail Stores	465	132	597
Specilized Stores	157	546	703
Military Clothing	263	0	263
Automotive Sales, Services & Repair	794	163	957
Shoppettes	351	77	428
Concession	1683	275	1958
Class Six	285	79	364
	4233	**1533**	**5766**

SOME THINGS SHOULD NEVER CHANGE.

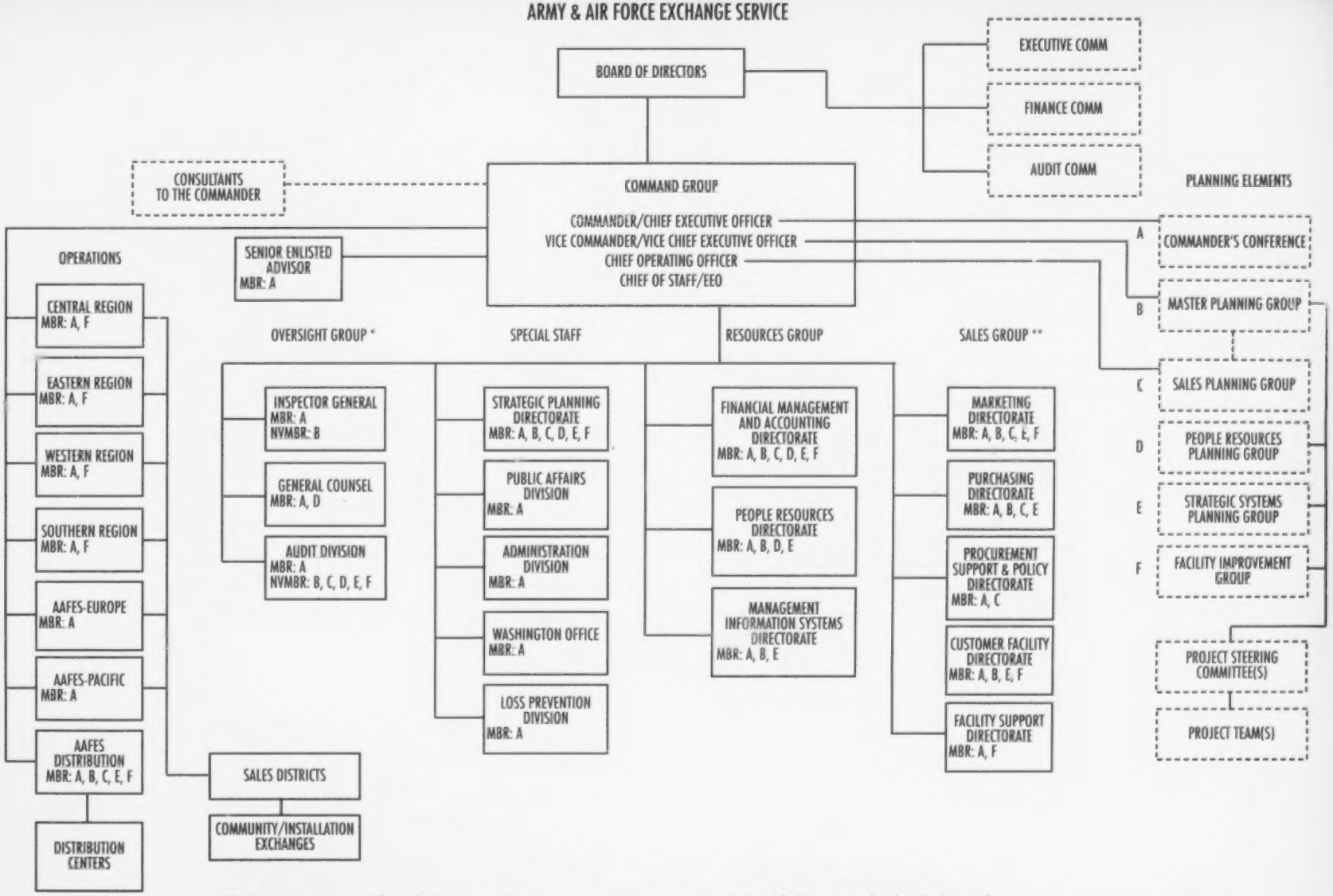
USMSA
OFFICIAL SPONSOR

Since 1956, there's been no excuse for dry skin. That's because for over 30 years women have been discovering Eterna's exclusive hydrating complex. How it left their skin looking and feeling healthier. Softer. Lovelier.

That's why—over the years—we wouldn't dream of changing this extraordinary moisturizer one iota. And that's why today—being born with dry skin doesn't mean having to live with it.

REVLON
UNFORGETTABLE

ARMY & AIR FORCE EXCHANGE SERVICE


BOARD OF DIRECTORS
EXECUTIVE COMM
FINANCE COMM
AUDIT COMM
CONSULTANTS TO THE COMMANDER
COMMAND GROUP
COMMANDER/CHIEF EXECUTIVE OFFICER
VICE COMMANDER/VICE CHIEF EXECUTIVE OFFICER
CHIEF OPERATING OFFICER
CHIEF OF STAFF/EEO
SENIOR ENLISTED ADVISOR
MBR: A
PLANNING ELEMENTS
A COMMANDER'S CONFERENCE
B MASTER PLANNING GROUP
C SALES PLANNING GROUP
D PEOPLE RESOURCES PLANNING GROUP
E STRATEGIC SYSTEMS PLANNING GROUP
F FACILITY IMPROVEMENT GROUP
PROJECT STEERING COMMITTEE(S)
PROJECT TEAM(S)
OPERATIONS
CENTRAL REGION MBR: A, F
EASTERN REGION MBR: A, F
WESTERN REGION MBR: A, F
SOUTHERN REGION MBR: A, F
AAFES-EUROPE MBR: A
AAFES-PACIFIC MBR: A
AAFES DISTRIBUTION MBR: A, B, C, E, F
DISTRIBUTION CENTERS
SALES DISTRICTS
COMMUNITY/INSTALLATION EXCHANGES
OVERSIGHT GROUP *
INSPECTOR GENERAL MBR: A NVMBR: B
GENERAL COUNSEL MBR: A, D
AUDIT DIVISION MBR: A NVMBR: B, C, D, E, F
SPECIAL STAFF
STRATEGIC PLANNING DIRECTORATE MBR: A, B, C, D, E, F
PUBLIC AFFAIRS DIVISION MBR: A
ADMINISTRATION DIVISION MBR: A
WASHINGTON OFFICE MBR: A
LOSS PREVENTION DIVISION MBR: A
RESOURCES GROUP
FINANCIAL MANAGEMENT AND ACCOUNTING DIRECTORATE MBR: A, B, C, D, E, F
PEOPLE RESOURCES DIRECTORATE MBR: A, B, D, E
MANAGEMENT INFORMATION SYSTEMS DIRECTORATE MBR: A, B, E
SALES GROUP **
MARKETING DIRECTORATE MBR: A, B, C, E, F
PURCHASING DIRECTORATE MBR: A, B, C, E
PROCUREMENT SUPPORT & POLICY DIRECTORATE MBR: A, C
CUSTOMER FACILITY DIRECTORATE MBR: A, B, E, F
FACILITY SUPPORT DIRECTORATE MBR: A, F

NOTE: Region representation on the Facility Improvement Group rotates at the discretion of the chairperson.

* Oversight Group reports directly to the Commander.

** Sales Group reports directly to the Chief Operating Officer.

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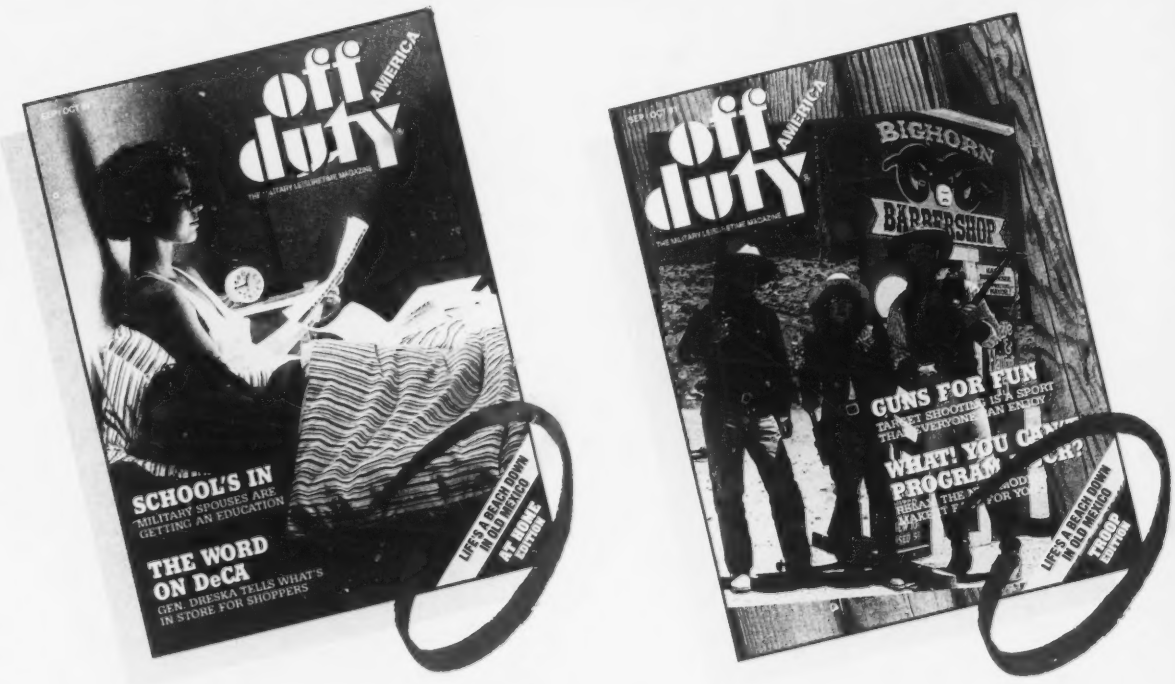

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DEFENSE LOGISTICS AGENCY (DLA)

Cameron Station
Alexandria, VA 22303-6100
Phone: (703) 274-6000
FAX: (703) 274-4681

Lt. Gen. Charles McCausland, USAF

RADM Brady M. Cole, SC, USN

Headquarters Personnel

Director
Lt. Gen. Charles McCausland, USAF
(703) 274-6111
FAX: (703) 274-4965

Deputy Director
RADM Brady M. Cole, SC, USN
(703) 274-6113
FAX: (703) 274-4965

Deputy Director/Acquisition Management Commander, Defense Contract Management Command
MG Charles R. Henry, USA
(703) 274-6117
FAX: (703) 274-4965

Chief of Staff
COL Ferris J. Hackleman, USAF
(703) 274-6115
FAX: (703) 274-4965

Office of Congressional Affairs
Staff Director
Gerald C. Flessate
(703) 274-6133
FAX: (703) 274-4995

Office of Public Affairs
Staff Director
Larry J. Wilson
(703) 274-6135
FAX: (703) 274-4681

Office of Policy and Plans
Assistant Director
Roger C. Roy
(703) 274-6271
FAX: (703) 617-7135

Office of Telecommunications & Information Systems
Thomas J. Knapp
(703) 274-6211
FAX: (703) 274-8596

Office of Comptroller
Comptroller
Richard J. Connelly
(703) 274-6201
FAX: (703) 274-3201

Office of Counsel
General Counsel
Karl W. Kabeiseman
(703) 274-6156
FAX:(703) 274-3185

Office of Contracting Integrity
Staff Director
Janet Cook
(703) 274-6052
FAX:(703) 274-3185

Office of Command Security

Staff Director
COL Harlan J. Lenius, USA
(703) 274-6066
FAX: (703) 274-3950

Office of Installation Services & Environmental Protection

Staff Director
COL William R. Andrews, USA
(703) 274-6355
FAX: (703) 274-8650

Office of Administration
Staff Director
COL Gary C. Tucker, USA
(703) 274-6003

Office of Civilian Personnel
Staff Director
Anthony W. Hudson
(703) 274-6025
FAX: (703) 274-4028

Office of Military Personnel
Staff Director
Col James D. Winkelmann, USAF
(703) 274-6137
FAX: (703) 274-4966

Office of Small & Disadvantaged Business Utilization
Staff Director
Ray W. Dellas
(703) 274-6471
FAX: (703) 274-0565

Directorate of Supply Operations
Executive Director
RADM Donald E. Hickman SC, USN
(703) 274-6101
FAX:(703) 274-3627

Director of Contracting
Executive Director
Ray F. Chiesa
(703) 274-6401
FAX: (703) 274-0310

Directorate of Technical & Logistics Services
Executive Director
Henry A. Filippi
(703) 274-6771
FAX: (703) 274-7830

Directorate of Contract Management
Executive Director
William V. Gordon
(703) 274-7093
FAX: (703) 274-3832

Directorate of Quality Assurance
Executive Director
Vacant
(703) 274-7754
FAX: (703) 274-4498

Directorate of Program & Technical Support
Executive Director
Vacant
(703) 274-7132
FAX: (703) 617-7134

DLA's Mission and Purpose

The Defense Logistics Agency (DLA) provides logistics support to the military services from the producing stage to the time equipment and supplies leave the military system. DLA's 60,000 military and civilian personnel carry out the agency's worldwide logistics mission through a network of supply centers, depots, contract management offices and service centers. The agency is jointly staffed by personnel of all the military services. It is headquartered at Cameron Station in Alexandria, Virginia.

DLA has three primary responsibilities: supply support, contract administration and technical and logistics services.

The agency, through its six supply centers, buys and manages most (3 million) of the consumable items used by all the military services. An additional one million items are scheduled to be transferred from the military services to DLA. Items now managed by DLA range from clothing and microchips to photographic film and construction equipment. The agency distributes the three million items it manages through a complex of depots. The distribution function of 30 depots of the military services and DLA are in the process of being consolidated to form a unified supply distribution system that will be managed by DLA.

DLA is the source of supply for items used in more than 1,000 weapon systems. These include parts for the Army's MK-48 torpedo and the Air Force's B -1 bomber. Weapon-related items are given intensive management to ensure ready availability.

DLA administers contracts after they have been awarded by the military services and other federal agencies. Its Defense Contract

Management Command (DCMC) manages some 500,000 contracts with a face value of $760 billion and an unliquidated value estimated at $250 billion. Many of these contracts are for the nation's major weapon systems, including the M-1 Abrams tank, MK-448 torpedo and F-15 aircraft. DCMC personnel monitor contractors' production, assure the quality of materiel before accepting it for the government, and ensure timely delivery. They provide a variety of other services, including the negotiation of price-adjustment claims and reviews of contractors' purchasing, insurance and pension systems.

The third mission area of the agency is to provide technical and logistics services to the armed forces.

The largest operation in this mission area is the reutilization of materiel excess to the needs of the military services and the disposal of surplus equipment and supplies. This worldwide mission is directed by the Defense Reutilization and Marketing Service, headquartered in Battle Creek, Michigan.

The agency's Defense Logistics Services Center, also located in Battle Creek, is the world's largest logistical data management operation. In addition to managing the Federal Catalog System, the center processes descriptive and technical information on almost six million supply items that range from nuts and bolts to space vehicles. This data can be accessed by distant military users in seconds via on-line terminals.

The Defense Department's inventory of heavy industrial equipment is managed by DLA's Defense Industrial Plant Equipment Center. These machines are used by military activities and defense contractors to produce, maintain, and test weapon systems and other equipment essential to the national defense.

DLA also manages the national defense reserve of strategic and critical materials stored for use in the event of war or other emergency. Its National Defense Stockpile Center manages the program.

DLA Primary Level Field Activities

Major Supply Depots

Defense Depot Columbus

P.O. Box 3990
Columbus, OH 43216-5000
(614) 238-2252
FAX: (614) 238-2202

Commander
Col. Wallace E. George, USAF

Deputy
H. T. Flint

Public Affairs Officer
Forrest Flewellen

Defense Distribution Region East

New Cumberland Army Depot

New Cumberland, PA 17070
(717) 770-7401
FAX: (717) 770-7180

Commander
COL Thomas W. Baker, USA

Deputy Commander
CAPT Gene F. Ott, SC, USN

Public Affairs Officer
Keith Beebe

Defense Depot Memphis

Memphis, TN 38114-5000
(901) 775-6411
FAX: (901) 775-6769

Commander
COL William F. Murphy, USMC

Deputy Commander
COL Jerry L. Harville, USA

Public Affairs Officer
George L. Dunn

Defense Depot Ogden

Ogden, UT 84407-5000
(801) 399-7743
FAX: (801) 399-7058

Commander
CAPT C. D. Correll, SC, USN

Deputy Commander
COL Guy C. Champlin, USA

Public Affairs Officer
Joyce Fencl

Defense Depot Richmond

c/o DGSC
Richmond, VA 23297-5000
(804) 275-4716
FAX: (804) 275-5478

Commander
COL Ronald D. Via, USAF

Deputy
Darryl A. Thompson

Public Affairs Officer
George Dellinger

Defense Depot Region West

Tracy, CA 95376-5000
(209) 832-9001
FAX: (209) 832-9903

Commander
COL James W. LaBounty, USA

Deputy Commander
Vacant

Public Affairs Officer
Doug Imberi

Defense Depot Columbus

P.O. Box 3990
Columbus, OH 43216-5000
(614) 238-2251
FAX: (614) 238-2202

Commander
Col Wallace E. Goeorge, USAF

Defense Contract Management Districts

DCMD South

805 Walker Street
Marietta, GA 30060-2789
(404) 590-6411
FAX: (404) 590-6803

Commander
Col Vinson G. Grosse, USAF

Deputy
M. F. Vezeau

Public Affairs Officer
Doris Sciria

DCMAO Atlanta
805 Walker Street
Marietta, GA 30060-2789
(404) 590-6001
FAX: (404) 590-6062

Commander
CAPT Stewart Manley, SC, USN

DCMAO Birmingham
2121 Eight Ave., Suite 104
Birmingham, AL 35203-2376
(205) 226-4321
FAX: (205) 226-4206

Commander
COL Curtis A. Morton, USA

DCMAO Orlando
3555 Maguire Blvd.
Orlando, FO 32803-3726
(407) 228-5115
FAX: (407) 228-5221

Commander
CDR Syd W. Rodenbarger, SC, USN

DCMAO Puerto Rico
Box DLA NSGA
FPO Miami, FL 34053-0007
(809) 795-3202
FAX: (809) 784-2011

Commander
CPT Paul L. Garrett, USA

DCMAO Dallas
1200 Main Street
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DCMAO New Orleans
13800 Gentilly Highway
New Orleans, LA 70129-2218
(504) 255-2535
FAX: (504) 257-3522

Commander
CDR Gregory Braniff, SC, USN

DCMAO San Antonio
615 E. Houston
San Antonio, TX 78294-1040
(512) 229-6707
FAX: (512) 229-6719

Commander
Lt Col Steven H. Sheldon, USAF

DCMD Northeast

495 Summer Street
Boston, MA 02210-2138
(617) 451-4306
FAX: (617) 451-4303

Commander
COL James F. Cashman, USAF

Deputy Commander
G. M. Cawley

Public Affairs Officer
Ann Jensis-Dale

DCMAO Boston
495 Summer Street
Boston, MA 02210-2138
(617) 451-4005
FAX: (617) 451-4168

Commander
CAPT D. McKenzie, SC, USN

DCMAO Hartford
96 Murphy Road
East Hartford, CT 06114-2173
(203) 291-7704
FAX: (203) 291-7716

Commander
Col J.C. Hannigan, USAF

DCMAO Buffalo
1103 Federal Bldg.
111 West Huron St.
Buffalo, NY 14202-2392
(716) 846-4156
FAX: (716) 846-4531

Commander (acting)
Elea Pambuku

DCMAO Syracuse
615 Erie Blvd. West
Syracuse, NY 13204-2408
(315) 423-5244
FAX: (315) 423-5417

Commander
COL W. M. Dean, USA

DCMAO Garden City
605 Stewart Avenue
Garden City, LI, NY 11530-4761
(516) 228-5600
FAX: (203) 385-4388

Commander
COL Ronald Kuhn, USA

DCMAO Bridgeport
555 Lordship Blvd.
Stratford, CT 06497-7124
FAX: (203) 385-4388

Commander
Lt Col George S. Sultemeier, USAF

DCMAO New York
201 Varick Street
New York, NY 10014-4811
(212) 807-300
FAX: (212) 807-3541

Commander
COl Ross Dempsey, USA

DCMD North Central

O'Hare International Airport
6400 N. Mannheim Road
P.O. Box 66475
Chicago, IL 60666-0911
(312) 825-6000
FAX: (312) 825-6211

Commander
COL Francis B. Holland, USA

Deputy Commander
L.G. Donovan

Public Affairs Officer
Beverly June James

DCMAO Chicago
O'Hare International Airport
6400 N. Mannheim Road
P.O. Box 66911
Chicago, IL 60666-0911
(312) 825-6040
FAX: (312) 825-6292

Commander
COL Danny L. Abbott, USA

DCMAO Indianapolis
647A Lawton Loop Rd.
Fort Benjamin Harrison, IN 46249-2841
(317) 542-2016
FAX: (317) 542-2090

Commander
COL Russell Ned Murphy, USA

DCMAO Milwaukee
310 W. Wisconsin Ave.
Suite 340
Milwaukee, WI 53203-4597
(414) 297-4321
FAX: (414) 297-4395

Commander
LTC J. Craig Walsh Jr., USA

DCMAO Grand Rapids
Riverview Center Building
678 Front Street, N.W.
Grand Rapids, MI 49504-5352
(616) 456-8601
FAX: (616) 456-2646

Commander
LTC Quincy C. Hobbs Jr., USA

DCMAO Cedar Rapids
1231 Park Place N.E.
Cedar Rapids, IA 52402-1251
(319) 378-2005
FAX: (319) 378-2087

Commander
LTC Adolfo Evasquez, USA

DCMAO Denver
Orchard Place, Suite 200
5975 Greenwood Plaza Blvd.
Englewood, CO 80111-4715
(303) 843-4300
FAX: (303) 843-4334

Commander
CAPT Jeffrey P. Gould, SC, USN

DCMAO St. Louis
1222 Spruce St.
St. Louis, MO 63102-1194
(314) 331-5432
FAX: (314) 331-5715

Commander
COL Frank A. Tricomi, USA

DCMAO Twin Cities
2305 Ford Parkway
St. Paul, MN 55116-1893
(612) 690-8200
FAX: (612) 690-8318

Commander
CDR James S. Anderson, SC, USN

DCMAO Wichita
U.S. Courthouse, Suite B-34
Wichita, KS 67202-2095
(316) 269-7102
FAX: (316) 269-7139

Commander
MAJ Andrew D. Roche, USAF

DCMD Mid-Atlantic

2800 South 20th Street
Philadelphia, PA 19101-7478
(215) 737-4000
FAX: (215) 737-2056

Commander
MG Herman C. Kammer Jr., USA

Deputy
Bridget J. Pitt

Public Affairs Officer
Alice Coghill

DCMAO Baltimore
200 Towsontown Blvd. West
Towson, MD 21204-5299
(301) 339-4800
FAX: (301) 339-4990

Commander
COL Charles D. Bartlett, USA

DCMAO Reading
45 Front Street
Reading, PA 19602-1094
(215) 320-5010
FAX: (215) 320-5075

Commander
LTC Robert Brown, USA

DCMAO Pittsburgh
1612 William S. Morhead Federal Bldg.
1000 Liberty Avenue
Pittsburgh, PA 15222
(412) 644-5911
FAX: (412) 242-5907

Commander
Maj Dan Eldridge, USAF

DCMAO Philadelphia
P.O. Box 7699
Philadelphia, PA 19101-7699
(215) 737-3404
FAX: (215) 7373598

Commander
COL Donna I. Patten, USAF

DCMAO Springfield
240 Rt. 22
Springfield, NJ 07081-3170
(201) 564-8201
FAX: (201) 564-8346

Commander
COL Kenneth L. Allred, USA

DCMAO Cleveland
Anthony J. Celebrezze Federal Building
1240 E. 9th Street
Cleveland, OH 44199-2004
(216) 522-3591
FAX: (216) 522-6937

Commander
COL Stephen M. Bauer, USA

DCMAO Dayton
c/o Defense Electronics Supply Center
Building 1
Dayton, OH 45444-5300
(513) 296-6065
FAX: (513) 296-6740

Commander
COL William F. Havelka, USAF

DCMAO Detroit
477 Michigan Avenue
Detroit, MI 48226-2579
(313) 226-5000
FAX: (313) 226-5250

Commander
COL James Smith, USA

DCMD West
222 North Sepulveda Blvd.
El Segundo, CA 90245-4320
(213) 335-4400
FAX: (213) 335-4409

Commander
BG Jean E. Klick, USAF

Deputy Commander
R. E. Fear

Public Affairs Officer
G. Maund

DCMAO El Segundo
222 North Sepulveda Blvd.
El Segundo, CA 90245-4394
(213) 335-3350
FAX: (213) 335-3542

Commander
COL D. A. Misner, USA

DCMAO Santa Ana
34 Civic Center Plaza
P.O. Box C-12700
Santa Ana, CA 92712-2700
(714) 836-2701
FAX: (714) 836-2744

Commander
Col T. B. Banning, III, USAF

DCMAO Van Nuys
6230 Van Nuys Blvd.
Van Nuys, CA 91401-2713
(818) 904-6401
FAX: (818) 904-6499

Commander
COL R. DeJong, USA

DCMAO San Francisco
1250 Bayhill Drive
San Bruno, CA 94066-3070
(415) 876-9500
FAX: (415) 876-1007

Commander
CAPT Jay C. Johnson, SC, USN

DCMAO San Diego
7675 Dagget St.
San Diego, CA 92111-2241
(619) 495-7411
FAX: (619) 495-7660

Commander
Lt Col Darryl A. Scott, USAF

DCMAO Seattle
Naval Station Puget Sound
Bldg 5D
Seattle, WA 98115-5010
(206) 526-3239
FAX: (206) 526-3940

Commander
Lt Col A. Mason, USAF

DCMAO Phoenix
215 North 7th Street
Phoenix, AZ 85034-1012
(602) 379-6172
FAX: (602) 379-6409

Commander
Col M. Pazak, USA

Procurement and Supply Centers

Defense Construction Supply Center

3990 E. Broad St.
Columbus, OH 43215-5000
(614) 238-2166
FAX: (614) 238-1902

Commander
BG Richard F. Browning, USAF

Deputy Commander
Col John N. Marshall, USA

Public Affairs Officer
Forrest Flewellen

Defense Electronics Supply Center

1507 Wilmington Pike
Dayton, OH 45444-5000
(513) 296-6841
FAX: (513) 296-6429

Commander
Brig. Gen. Jeffrey W. Oster, USMC

Deputy Commander
CAPT C. T. Smith, SC, USN

Public Affairs Officer
Stephen A. Stromp

Defense Fuel Supply Center

Cameron Station
Alexandria, VA 22304-6160
(703) 274-7401
FAX: (703) 274-6540

Commander
BG Stephen M. Bliss, USA

Deputy Commander
Col Thomas Boland, USAF

Public Affairs Officer
Ellen Camner

Defense General Supply Center

Richmond, VA 23297-5000
(804) 275-3861
FAX: (804) 275-6250

Commander
RADM John G. Heckman, SC, USN

Deputy Commander
COL Paul A. Fleming, USA

Public Affairs Officer
George Dellinger

Defense Industrial Supply Center

700 Robbins Avenue
Philadelphia, PA 19111-5096
(215) 697-2000

Commander
BG Ray E. McCoy, USA

Deputy Commander
CAPT R. E. Ebbers, SC, USN

Public Affairs Officer
James DeFrancesco

Defense Personnel Support Center

2800 S. 20th Street
Philadelphia, PA 19101-8419
(215) 952-2000
FAX: (215) 952-7113

Commander
BG Richard E. Beale, USA

Deputy Commander
Col W. J. Friel, USAF

Public Affairs Officer
Frank I. Johnson, Jr.

Services Centers

Defense Logistics Services Center

Federal Center
Battle Creek, MI 49016-3412
(616) 961-4988
FAX: (616) 961-5907

Commander
Col George Kobernus, USAF

Deputy Commander
Donald A. Saari

Public Affairs Officer
Carol Simpson

Defense Reutilization & Marketing Service

Federal Center
Battle Creek, MI 49017-3092
(616) 961-5974
FAX: (616) 961-5907

Commander
COL J. N. Stewart, USA

Deputy Commander
COL R. C. Berry, USA

Public Affairs Officer
Carol Simpson

Defense Industrial Plant Equipment Center

Defense Depot Memphis
Memphis, TN 38114-5297
(901) 775-6501
FAX: (901) 775-4300

Commander
CAPT David W. Hall, SC, USN

Deputy Commander
E. L. Prince

Public Affairs Officer
George L. Dunn

Defense Logistics Agency Systems Automation Center

P.O. Box 1605
Columbus, OH 43216-5002
(614) 238-9288

Commander
CAPT David J. Quirk, SC, USN

Deputy Commander
T. Z. Donovan

Defense National Stockpile Center

1745 Jefferson Davis Highway
Crystal Square Bldg. 4, Suite 100
Arlington, VA 22202
(703) 746-7350

Administrator
R. M. O'Brien

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DEFENSE PERSONNEL SUPPORT CENTER (DPSC)

BG Richard E. Beale, Jr., USA

2800 South 20th St.
Philadelphia, PA 19101-8419
Phone: (215) 737-2000
DPSC Message Center FAX: (215) 737-2228

Key Headquarters Personnel

Commander
BG Richard E. Beale, Jr., USA
(215) 737-2300

Deputy Commander
Col Thomas Leslie, USAF
(215) 737-2302

Executive Director, Acquisition Management Planning and Support
Robert L. Molino
(215) 737-2308

Chief of Staff
COL John Castleberry, USA
(215) 737-2307

Personal Staff

Executive Officer
CDR John Mawson, SC, USN
(215) 737-2307

Director, Public Affairs
Frank I. Johnson, Jr.
(215) 737-2311

Equal Employment Opportunity Officer
Margaret (Peggy) Crumley
(215) 737-2347

Health and Safety Officer
John Bravo
(215) 737-2355

Small Business Officer
Vera Giannini
(215) 737-2321

Military Personnel Officer
Daniel Smith
(215) 737-2390

Internal Review Chief (Acting)
Louis DeMarchis
(215) 737-4560

Director, Total Quality Management
Joanne Zappile
(215) 737-5533

Nonappropriated Fund Instrumentalities

Coordinator
David Stimmler
(215) 737-2200

Office of Counsel

Counsel
Michael Trovarelli
(215) 737-2630

Planning and Resource Management

Director
John M. Boyle
(215) 737-2700

Deputy, Financial Services
LtCol Mary Camblin, USAF
(215) 737-4101

Deputy (Planning & Resource Management)
William E. Santos
(215) 737-4100

Chief, Accounting & Finance Division
Richard Hanley
(215) 737-2741

Deputy Chief, Accounting and Finance Division
Donald Segal
(215) 737-2761

Chief, Subsistence Stock Fund Branch
Gus DiTomo
(215) 737-2761

Chief, Budget Division
William Boffa
(215) 737-2771

Chief, Capital Funds/Pricing & Credit Returns
Margaret Springer
(215) 737-2773

Directorate of Contracting

Director
John Kitchenman
(215) 737-2600

Office of Telecommunications & Information Systems

Director
Harry Nutter
(215) 737-4300

Office of Command Security

Director
MAJ Dennis Ryan, USA

Directorate of Quality

Director
Carl W. Kaufman
(215) 737-5800

Office of Transportation & Traffic Management

Director
LTC Robert C. Fisher II, USA
(215) 737-2651

Deputy Director, Transportation & Traffic Management
Frank J. Doelp
(215) 737-2652

Chief, Materiel Management Division
Maryanna DeMarco
(215) 737-2685

Chief, Traffic Management Division
Kenneth Jones
(215) 737-7395

Office of Civilian Personnel

Director
James L. Owens
(215) 737-2330

Directorate of Clothing & Textiles

Director
Col Thomas H. Metzger, USMC
(215) 737-3000

Office of Installation Services

Director
Col Richard Bauer, USAF
(215) 737-2200

Directorate of Manufacturing

Director
LTC (P) William T. Meadows, USA
(215) 737-3900

Directorate of Medical Materiel

Director
CAPT Terry Irgens, SC, USN
(215) 737-2100

HQ DPSC Subsistence Personnel

Commander, Subsistence Field Activities & Director, Subsistence
CAPT Richard C. Tuggle, SC, USN
(Mail Code: DPSC-H)
(215) 737-2900
FAX: (215) 737-2228

Deputy
Kathleen Fitzgerald
(Mail Code: DPSC-HD)
(215) 737-2902

Executive Officer
MAJ Philip Cunningham, USA
(Mail Code: DPSC-HE)
(215) 737-2918

DISMS Program Manager
CDR Thomas M. Kern, USN
(Mail Code: DPSC-HJ)
(215) 737-4243

DECA Project Officer
CAPT Robert L. Collette, USN
(Mail Code: DPSC-HK)
(215) 737-4290

Chief, Management Planning Office
Conchetta Pakradooni
(Mail Code: DPSC-HA)
(215) 737-2991

Chief, Supply Operations Division & Commander DSR-Atlantic
COL Charles G. Lalli, USA
(Mail Code: DPSC-HO)
(215) 737-2903

Assistant Chief, Supply Operations Division & DSR Atlantic
Anthony DiCioccio
(Mail Code: DPSC-HO)
(215) 737-2903

Chief, Semiperishable Branch
COL (Sel) James F. Fagan, USA
(Mail Code: DPSC-HON)
(215) 737-2921

Chief, Perishable Branch
John J. Schwemmer
(Mail Code: DPSC-HOP)
(215) 737-2921
(215) 737-3601

Asst. Chief, Perishable Branch
Joseph Macalis, Jr.
(Mail Code: DPSC-HOP)
(215) 737-2913

Chief, Inventory Management Section
Mahone Barnett
(Mail Code: DPSC-HOPI)
(215) 737-3601

Chief, Field Operations Branch
CDR Frank T. Harmer, SC, USN
(Mail Code: DPSC-HOS)
(215) 737-3611

Chief, Technical Operations Division
William Nakaue
(Mail Code: DPSC-HS)
(215) 737-2951

Chief, Technical Operations Division
LTC John Clark, VC, USA
(Mail Code: DPSC-HS)
(215) 737-2952

Chief, Quality Assurance Division
COL Eddie Carlisle, VC, USA
(Mail Code: DPSC-HQ)
(215) 737-2956

Chief, Contracting and Production Division
CAPT Eric H. Worrall, SC, USN
(Mail Code: DPSC-HP)
(215) 737-4200

Assistant Chief, Contracting and Production Division
William J. Kenny
(Mail Code: DPSC-HP)
(215) 737-4202

Chief, Troop Issue Branch
Keith Ford
(Mail Code: DPSC-HPT)
(215) 737-4211

Chief Commissary Support Branch
LTC Jeffrey Holmes, USA
(Mail Code: DPSC-HPC)
(215) 737-4242

Deputy, Commissary Support Branch
Al De Angelis
(Mail Code: DPSC-HPC)
(215) 737-4208

Chief, Brand Names Operations Section
LTC Al Kruse, USA
(Mail Code: DPSC-HPCB)
(215) 737-4205

Brand Names Operations Section (A-K)
Lenore Giorgianni
(Mail Code: DPSC-HPCM)
(215) 737-2568
FAX: (215) 737-2910

Brand Names Operations Section (L-Z)
Gordon Ferguson
(Mail Code: DPSC-HPCM)
(215) 737-4546
FAX: (215) 737-2910

Perishables & Vendor Performance Section
Carolyn Stumpo
(Mail Code: MPSC-HPCP)
(215) 737-4206
FAX: (215) 737-2910

Chief, Central Commissary Support Section
Jack Buckley
(Mail Code: DPSC-HPCC)
(215) 737-4483

Chief, Eastern Commissary Support Section
George Duncan
(Mail Code: DPSC-HPCE)
(215) 737-5888

Chief, Fresh Fruit & Vegetable Section
Jeff Halperen
(Mail Code: DPSC-HPCF)
(215) 737-4261

DeCA Liaison Office at DPSC

Chief
Mike Dowling
Donna Starkus-Ward
Steven Villeneune
(Mail Code: DECA-DOOL)
(215) 737-4251
FAX: (215) 737-8141

ABOUT THE DEFENSE PERSONNEL SUPPORT CENTER

Employees of the Defense Personnel Support Center (DPSC) in Philadelphia annually spend approximately $3.9 billion buying top quality food, clothing and textile items, medicines and medical supplies for America's fighting forces and their eligible dependents worldwide. Team DPSC also buys for other agencies including NASA, the Coast Guard, veteran administration hospitals and various federal prisons.

The Subsistence directorate takes extreme pride in supporting the operational readiness of our combat forces during peacetime and during periods of conflict.

During Operation Desert Shield and Storm, DPSC bought over $2.6 billion worth of food. This directorate's 1530 employees worldwide buys nearly $2 billion worth of fresh, dehydrated, freeze-dried, frozen, and canned food for use in Service dining halls and field units, and about $2.6 billion worth of food for resale in more than 300 military commissaries worldwide.

The Subsistence directorate also spends more than $170 million annually on operational rations such as the meal ready-to-eat, tray pack and cold weather food rations.

To make sure this food reaches customers on a timely basis, the primary wholesale subsistence operation in Philadelphia is augmented by food-buying regions in Alameda, California, and Zweibruecken, West Germany.

The Defense Subsistence Regions (DSRs) have responsibility for buying, storage, quality assurance and delivery to customers in their respective regional areas.

DPSC also operates 27 defense subsistence office (DSO) food buying activities which include sites in Hawaii and England. Seventeen of those offices are under the direction of DSR Atlantic; five are controlled by DSR-Pacific and five offices by DSR-Europe. The DSOs are responsible for daily buying and shipping of fresh fruit and vegetable items, and in some cases, monitoring cold storage contracts for chill and freeze items. Full carlot quantities of produce is generally bought by Subsistence employees located in the field growing areas back in the U.S. and throughout Europe.

DPSC also manages and operates four food storage facilities. The Defense Subsistence Storage Facility in Bayonne, N.J., handles perishable food. The other three facilities are located in the Federal Republic of Germany and are operated by DSR-Europe. The facilities in Kaiserslautern and Bremerhaven distribute perishable food; the Germersheim facility handles semiperishable products.

SUBSISTENCE FIELD ACTIVITIES CONUS

DSO Bayonne
DSO & Storage Facility Bayonne
Military Ocean Terminal-Bldg 35
Bayonne, NJ 07002-5301

DSO Birmingham
c/o United Refrigerated Svc. Inc.
700 W. 25th St.
Birmingham, AL 35204
Chief
MAJ Jody Sherrill, USA
Autovon: 247-7446
Comm: (201) 823-5592

DSO Boston
55 Murphy Drive
Avon, MA 02322
Chief
Brian Kern
Autovon: 340-1522
Comm: (205) 731-1522

DSO Cheatham
NSC Cheatham Annex, B-113
Williamsburg, VA 23187-8792
Chief
Larry Gartleman
Autovon: 955-2710/2737
Comm: (617) 341-4306

DSO Chicago
536 S. Clark St. Rm 554
Chicago, IL 60605-6607
Chief
CDR John Baumgarten, SC, USN
Autovon: 695-4771
Comm: (804) 887-7246

DSO Columbia
Strom Thurmond Fed. Bldg., Room 865-B
1835 Assembly Street
Columbia, SC 29201-2482
Chief
William Murray
Autovon: 930-2400
Comm: (312) 886-8877

DSO Denver
c/o Christian Slavasen
5120 Race Court
Denver, CO 80216-2135
Chief
Cloyd Conley
Autovon: 697-6555
Comm: (803) 253-3530

DSO El Paso
6930 Market Street
El Paso, TX 79915-1112
Chief
Russell Brooks
Autovon: 943-7025
Comm: (303) 294-7025

DSO Fort Worth
1101 NE 23rd Street, Suite 1
Fort Worth, TX 76106-8302
Chief
Vacant
Autovon: 888-3372
Comm: (915) 772-2763

DSO Jacksonville
1429 W. 16th Street
Jacksonville, FL 32209-4903
Chief
James Rachel
Autovon: 940-1281
Comm: (817) 625-8986

DSO Kansas City
415 E. 3rd Street, Rm 14
Kansas City, MO 64106-2895
Chief
Albert Neves
Autovon: 697-5237
Comm: (904) 354-6689

DSO Landover
1811 Cabin Beach Drive
Landover, MD 20785-3822
Chief
Claudette Rhinerson
Autovon: 463-2431
Comm: (816) 374-5180

DSO Nashville
921 3rd Avenue North
Nashville, TN 37201-1022
Chief
David Thayer
Autovon: 296-1997
Comm: (202) 436-1997

DSO New Orleans
c/o New Orleans Cold Stge Warehouse Company, LTD.
Nashville Avenue Wharf
New Orleans, LA 70115
Chief
Jimmy Renfro
Autovon: 697-6557
Comm: (615) 736-5487

DSO Philadelphia
c/o T Warehouse Corp
3600 South Darien Street
Philadelphia, PA 19148-5395
Chief
Joseph Montague
Autovon: 363-1133
Comm: (504) 948-1133

DSO San Antonio
1155 Coliseum Road
San Antonio, TX 78219-2401
Chief
Curtis Lake
Autovon: 444-3893
Comm: (215) 952-3893

DSO Tampa
Seaboard Cold Storage
5601 Anderson Road
Tampa, FL 33619-3213
Chief
Jimmy Madden
Autovon: 940-1297
Comm: (512) 226-7373

Orlando Purchasing Office
Federal Building, Room 423
80 Hughey Street
Orlando, FL 32801-2226
Chief
John Zielinski
Autovon: 968-3773
Comm: (813) 830-3773
Procurement Officer
Vincent Figliolia
Autovon: 697-5245
Comm: (305) 420-6526

DEFENSE SUBSISTENCE REGION PACIFIC

2155 Mariner Square Loop
Alameda, CA 94501-1022
Commercial: (415) 869-8001
FAX: AV 686-8004

Commander
CDR Thomas Anderson, SC, USN
(Mail Code: HDSRP-DD)
(415) 869-8001
Autovon: 686-8001

Deputy
M. C. Collom, Jr.
(Mail Code: HDSRP-D)
(415) 869-8002

Management Support Office

Chief
Donald Howard
(Mail Code: HDSRP-A)
(415) 869-8171

Contracting Division

Acting Chief
Leslie D'Errico
(Mail Code: HDSRP-P)
(415) 869-8054

Chief, Supply Operations Division
Lt Col Edward M. Rickenbacker, USAF
(Mail Code: HDSRP-O)
(415) 869-8124

DSO Defense Subsistence Offices

DSO Alameda
Chief
LT James L. Kerber, SC, USN
2155 Mariner Square Loop
Alameda, CA 94501-1022
(Mail Code: DSR-P-/DSOA)
(415) 869-8330

DSO Hawaii
Chief
Vacant
1017-L Alena Drive, Bldg 6A
Honolulu, HI 96860
(Mail Code: DSR-P/DSOH)
(808) 471-8341

DSO Los Angeles
Chief
Vacant
5600 Rickenbacker Road
Bell, CA 90201
(Mail Code: DSR-P/DSOLA)
(213) 643-1370/0996/1476

DSO San Diego
Chief
LCDR Douglas Allen, USN
P.O. Box 709
San Diego, CA 92112
(Mail Code: DSR-P/DSOD)
(619) 235-3861/3863

DSO Seattle
Chief
MAJ Donna Coffman
6749 E. Marginal Way So
Seattle, WA 98108
(Mail Code: DSR-P/DSO
(206) 281-3118

DEFENSE SUBSISTENCE REGION EUROPE

APO New York 09052-4131
Telephone: 011-49-6332-87-plus ext.
FAX: 011-49-6332-87-5344
Zweibruecken 2281-5330

Commander
COL James B. Givens, USA
(Mail Code: HDSRE-DD)
Telephone: Zweibruecken 2281-5330

Deputy
Richard M. Fabbri
(Mail Code: HDSRE-DD)
Telephone: Zweibruecken 2281-5331

Assistant to Commander for Acquisition
Yvette Burke
(Mail Code: HDSRE-DD)
Autovan: 314-494-5360
Zweibrueken 2281-5360

Subsistence Support Office

Matt M. Hyatt
(Mail Code: HDSRE-DA)
Autovon: 314-494-5305
Zweibruecken 2281-5305

Office of Quality Assurance

MAJ James H. Vanetten, USA
(Mail Code: HDSRE-S)
Autovon:314-494-5350
Zweibruecken 2281-5350

Office of Planning & Financial Management

CPT Timothy N. Floyd, QM, USA
(Mail Code: HDSRE-A)
Autovon: 314-494-5337
Zweibruecken 2281-5337

Supply Operations Division

MAJ Cecilia Grice, QM, USA
(Mail Code: HDSRE-O)
Autovon: 314-494-5300
Zweibruecken 2281-5300

Contracting Division

Chief
LTC David Romancik, USA
(Mail Code: HDSRE-P)
Telephone: Zweibruecken 2281-5355

Assistant Chief
Louis Radcliff
(Mail Code: HDSRE-D)
Telephone: Zweibruecken 2281-5365

Contracting Officer, Meat & Dairy Branch
CPT David R. Jerome, USA
(Mail Code: HDSRE-PM)
Telephone: Zweibruecken 2281-5480

Contracting Officer Produce Branch
Leo Becker
(Mail Code: HDSRE-PF)
Telephone: Zweibruecken 2281-5380

Contract Services Branch

Chief
Carl Ritter
(Mail Code: HDSRE-PC)
Telephone: Zweibruecken 2281-5370

Contracting Officer, General Products Branch
MAJ Bryon J. Young, USA
(Mail Code: HDSRE-PP)
Telephone: Zweibruecken 2281-5370

DEFENSE SUBSISTENCE STORAGE FACILITIES

Kaiserlautern

Chief
MAJ Carol A. Kornhoff, QM, USA
Telephone: Kaiserslautern 6450-7557

Bremerhaven

Chief
Lother Marotzke
Telephone: Bremerhaven 2241-2441/8758

Germersheim

Chief
MAJ Lawrence Weatherlow, QM, USA
Telephone: Germersheim 2215-1110 x809/573

DEFENSE SUBSISTENCE OFFICES

DSO Copenhagen

Margaret Hurst
Telephone: Copenhagen 00451-424519

DSO The Hague

Joseph A. Helsinki
Telephone: The Hague 00317-0908780

DSO Rome

Louis V. Giacalone
Telephone: Rome 00396-461060

DSO Felixstowe (UK)

Chief
William Kealey
APO New York 09755
Civilian 011-44-3942-78661

NAVY EXCHANGE SERVICE COMMAND (NEXCOM)

Naval Station New York/Staten Island, NY 10305-5097
Phone: (718) 390-3700
FAX: (718) 273-4155

RADM Weatherson

Key Personnel

Commander
RADM H.D. Weatherson, SC, USN
(718) 390-3600

Vice Commander
CAPT A.W. Musgrave SC, USN
(718) 390-3601

Executive Director
Arthur A. LaValle
(718) 390-3605

Command Master Chief
SHCM Manuel Cruz, USN
(718) 390-3603

Deputy Equal Employment Opportunity Officer
R.J. Ortiz
(718) 390-3996

Deputy Commander, Marketing Communications Division
Eileen Siegel
(718) 390-3841
FAX: (718) 273-9831/4164

Administrative Manager, Marketing Communications Division
Thom Utecht
(718) 390-3556
FAX: (718) 273-9831/4164

Manager, Public Affairs (Mktg. Comms. Div.)
John Russas
(718) 390-3924/25
FAX: (718) 273-9831/4164

Public Affairs Specialist (Mktg. Comms. Div.)
Lois Giovacchini
(718) 390-3925
FAX: (718) 273-9831/4164

Public Affairs Specialist (Mktg. Comms. Div.)
Gina Kaplan
(718) 390-3925
FAX: (718) 273-9831/4164

Marketing Research Specialist (Mktg. Comms. Div.)
Jerry Armer
(718) 390-3557
FAX: (718) 273-9831/4164

Marketing Analyst (Communications Div.)
Martin Breheny
(718) 390-3557
FAX: (718) 273-9831/4164

Office of Counsel
Sheryl Parkinson
(718) 390-3921

Deputy Commander, Distribution Management Div.
Robert Byrd
(718) 390-3846

Deputy Commander, Facilities Division
CAPT Joseph Loyacanno, CEC, USN
(718) 390-3957/56

Deputy Commander, Human Relations Group
Harry J. Morrison
(718) 390-3998

Manager, HQ Personnel Office
Patricia DiLorenzo
(718) 390-3696

Director, Office of Audit and Evaluation
Robert La Pointe
(718) 390-3926

Director, Office of Military Personnel
John Geroni
(718) 390-3550

Director, Office of Security
Joseph T. Roessler
(718) 390-3931

Contracts Group

Deputy Commander
Paul H. Feuer
(718) 390-3934

Assistant Deputy Commander
Vincent Ruggiero
(718) 390-3945

Planning Group

Deputy Commander
CDR J.L. Bandlow, SC, USN
(718) 390-3926

Exchange Operations Group

Deputy Commander
CAPT Michael Cottrell, SC, USN
(718) 390-3845

Assistant Deputy Commander
Ed Cart
(718) 390-3843

Director, Merchandise Division
John Marecki
(718) 390-3876

Director, Store Operations Division
Anthony DeGaetano
(718) 390-3847

Deputy Director
Chuck Stockburger
(718) 390-3848

Financial Management Group

Deputy Commander
David Binder
(718) 390-3764

Comptroller, Nonappropriated Fund Div.
Herbert Goldberg
(718) 390-3765

Director, Treasury Division
Edmund Dahl
(718) 390-3766

Director, Naval Uniform Division
Becky Adkins
(718) 390-3701

Director, Ships Stores Division
Louis J. Caputo
(718) 390-3838

Director, Navy Lodge Program
Richard Agnitsch
(718) 390-3659

Information Systems Division
CDR Jeff Cizek, SC, USN
(718) 390-3718

Buying Procedures

The method of doing business with Navy Exchanges depends on the type of merchandise or service being offered for resale by the exchange. Most Navy Exchange procurement is done by the regional Navy Exchange Service Centers (NEXCEN). A majority of hardlines categories are purchased through the Navy Exchange Service Command Centralized Buying Office (CBO) in Jacksonville, Florida. In addition, Exchanges and NEXCENs receive merchandising and procurement information about softlines and other selected hardlines and consumables from the NEXCOM headquarters in Staten Island, New York.

Categories of merchandise and price limitations on goods sold by Navy Exchanges in the continental United States are established by the House Armed Services Committee of Congress. The basic rules and regulations are published in the Armed Services Exchange Regulations issued by the Department of Defense. These limitations do not apply to overseas exchanges.

At The Regional Level

Navy Exchanges in the United States have been grouped together into regions and are supported by NEXCENs. The NEXCENs do the buying for exchanges under their support umbrella, based on requirements received from each exchange. Procurement support has also been extended by designated NEXCENs to a number of overseas exchanges as well.

In addition to consolidating the merchandise requirements of the exchanges in the group and issuing purchase orders to suppliers, NEXCENs issue regional contracts for retail and services items, expense items and support services that lend themselves to acquisition via regional contract. Negotiations and solicitations are conducted by the regional acquisitions manager or staff with those firms capable of filling the need.

Any vendor or supplier may contact the NEXCEN for information about how their product or service can be submitted for consideration by the merchandising or contracting office.

Centralized Buying Office

The Navy Exchange Service Command has established a Centralized Buying Office (CBO) in Jacksonville, Florida as a branch of its Merchandise Division to purchase a number of hardlines categories for all Navy Exchanges. Categories being purchased directly by the CBO include: major appliances, cameras and accessories, housewares, consumer electronics, traffic appliances, home office products, luggage, greeting cards, toys, automotive products and supplies, health and beauty aids, household supplies, film and accessories, records and tapes. Buyers at the CBO are authorized to place orders for merchandise with primary sources or through authorized representatives for primary sources.

The Navy Exchange Service Command

Buyers for soft goods, apparel, selected hardlines, and consumables continue to operate as part of the Merchandise Division at NEXCOM headquarters in Staten Island, New York.

Apparel and softlines branch buyers can either make purchases through a consolidated purchase order system or obtain detailed information about product, negotiate terms and conditions and disseminate the information to activities in the field for local or regional buying. Consolidated purchasing occurs when buyers from headquarters and from field activities review product lines together and make determinations of what each region/exchange requirements will be. Headquarters buyers generally represent the overseas activities at these market reviews. The requirements are rolled up into consolidated purchase orders to various suppliers for seasonal or fashion apparel. Information about basic merchandise in the soft goods area is generally provided by headquarters buyers through Price Agreement Bulletins or Merchandise Voxes (lists).

Headquarters buyers in the decentralized hardlines and consumables branch provide information to field activities as a result of negotiations with vendors and suppliers concerning the products, prices, discounts, shipping terms and other pertinent information. These buyers use Price Agreement Bulletins and Voxes to communicate to regional and local buyers.

Product categories included in the decentralized branch are: watches, fragrances, jewelry, sporting goods, giftware, furniture, stationery, books, magazines, domestics, fabrics, hardware, garden and lawn supplies, pet supplies, candy, tobacco, foods, soda, beer, wine, and distilled spirits.

Price Agreement Bulletins provide complete detailed information about products that are considered staple items and are available on a year-round basis. Voces are listings of seasonal merchandise and are also used to highlight special promotions of products. Field support offices, or independent OICs are authorized to place orders directly with the manufacturers for products listed on NEXCOM bulletins.

Systemwide contracts are generally negotiated on a competitive basis among manufacturers and suppliers of products commonly used by all Navy exchanges. Award is made to the low, responsible, responsive offeror whose product or service conforms to all requirements of the solicitation.

It is not necessary that a manufacturer or supplier be listed on a NEXCOM bulletin or hold a contract in order to sell to Navy exchanges.

How Selections Are Made

Price Agreement Bulletins and VOX listings are limited primarily to manufacturers exercising full control over the product and its distribution and who stipulate that the prices quoted, including consideration of any discount rebate arrangements and other terms and conditions, do not exceed prices charged the offeror's most favored customer for like items in similar quantities under comparable conditions pursuant to agreements made to other customers during the same time frame.

Manufacturers desiring to be listed on a bulletin or VOX should submit information to NEXCOM by mail or contact the appropriate buyer in the Merchandise Division.

Items identified for systemwide contracts are solicited by a Request for Proposal normally on a competitive basis subject to negotiation, in accordance with prescribed procedures. Awards are then issued to the successful offeror if approved by a Contract Review Board consisting of senior members of the NEXCOM staff.

Manufacturers desiring to be placed on a vendor mailing list should submit a description of the product or service being offered and request to be placed on the appropriate bidder's list by writing to the Contracts Group at NEXCOM.

Merchandise selected for bulletin listing or systemwide contract includes:

A Items known to be best sellers, as evidenced by Navy exchange reorders, industry or trade survey reports and sales data submitted by the manufacturer.

B Quality merchandise that bears a brand name and on which the brand itself can be reasonably expected to influence preferential consumer acceptance over a lesser known brand of similar merchandise.

C Products on which brand or manufacturer's name is of little or no significance to the consumer and may or may not appear on the pertinent merchandise. In these instances, comparisons are made with similar products of other available sources. The principal factor influencing selection is the determination of best overall value.

Equipment Supplies Used by Exchanges

All Navy exchange equipment is purchased by NEXCOM. Equipment may be generally characterized as any item or fixture required for exchange operations having a unit cost of $1,000 or more.

Navy exchanges are not authorized to make local purchases for equipment, except for emergency requirements with NEXCOM approval.

Purchasing of equipment is normally effected through contracts with prime manufacturing sources, or their representatives, based on the lowest cost quoted in accordance with standard specifications and specific operational and delivery requirements.

Operating supplies are normally purchased at the NEXCEN level. However, items which are in recurring demand, such as printed forms, retail store sign holders, paper bags, price tickets, etc., are purchased under contract through competitive negotiations with prime sources by NEXCOM or NEXCEN.

Concessionaire and Service Contracts

Navy exchanges offer a number of services that are suitable for local regional contracting such as income tax preparation service, vending machine operations, auto rental, photo processing, laundry/dry cleaning, fast food outlets, barber or beauty shop operations. Information concerning these types of contracts may be obtained from the Navy Exchange Service Centers or upon inquiry to NEXCOM's Contracts Group.

Buying Procedures MSC Exchanges

In dealing with Military Sealift Command (MSC) exchanges, the same procedure is followed as that for Navy Exchange Activities.

Merchandise buying is accomplished through two MSC acquisitions centers using bulletins/contracts prepared for Navy exchanges by NEXCOM. Exchanges aboard MSC ships offer a very limited selection of basic necessities and snack items to meet crew requirements.

Address mail to the MSC exchange officer at these locations:

MSC Atlantic Area
Military Ocean Terminal
Building 42 (Code 4S3)
Bayonne, NJ 07002

MSC Pacific Area
Naval Supply Center
Building 310-1E
Oakland, CA 94625

Buying Procedures Ships Stores Afloat

Navy personnel serving aboard ship purchase basic items, gifts and other merchandise from retail stores operated on the ship itself. Many items sold by Navy exchanges will be found in a ship's retail store in limited quantities and selections, as determined by the size of the store and number of crew members assigned to the ship.

At Ships Store Level

The Ship's Supply Officer or an appointed Ships Store Officer supervises and initiates the purchasing for the ships store based on the crew's demand and inventory limitations. Authorized items and cost limitations are within the listings of authorized items for sale in Navy exchanges as defined in the Armed Services Exchange Regulations.

Popular basic items of ships store stock are included in contract bulletins; popular luxury and semi-luxury items are listed in the Ships Stores Afloat Catalog, published by NEXCOM.

Contract Bulletins

Solicitations are issued and awards are made for fixed price, indefinite quantity contracts for popular, basic items of authorized stock by the Navy Exchange Service Command. Awards are consolidated into contract bulletins that are sent to all ships stores. When a ship is in an area where contracts are in effect, the ship may place orders directly with suppliers for items under contract.

Ships Stores Afloat Catalog

The Ships Stores Afloat Catalog contains descriptions, ordering information, sources, prices, etc., for popular luxury and semi-luxury items of ships stores stock. NEXCOM buyers and contract specialists negotiate with manufacturers for catalog listings in the same manner as for Navy exchange bulletins and contracts. Purchase orders for items listed in the Ships Stores Afloat Catalog will be issued directly to the vendors or suppliers.

Non-Listed Items

Items not listed in Contract Bulletins or the Ships Stores Afloat Catalog may be offered for sale to ships stores. Prior to offering the item, it must be presented to the Ships Stores Division at NEXCOM for review and determination of quality and value.

New items are normally approved when the item is a nationally known brand name product of proven popularity, or in the case of lesser known items, after samples are examined by NEXCOM for quality and value assurance. Suppliers are required to submit a letter from the manufacturer stating that the supplier is the appointed representative for the product submitted. The manufacturer's published price list, minimum order requirements, terms and delivery schedules should also be submitted with the item to NEXCOM, ATTN: Ships Stores Division.

If the quality/value analysis determines the product to be acceptable, it is approved for sale to ships stores for a nine-month period. During this time, ships desiring to purchase the product will submit a purchase order to the nearest NEXCOM fleet assistance representative, who will process the order. Fleet assistance reps are located in major port areas. The supplier will be required to meet the quantities and delivery date specified in the purchase order. There are currently two procedures for paying dealer's bills for merchandise ordered by Ships Stores Afloat. One method is using the "Fast Pay" procedure. Under "Fast Pay," dealers submit their invoices directly to the paying activity with the original purchase order and proof of shipment/delivery documents. The other procedure is for the dealer to submit an original and three copies of the invoice to the ordering ships, where it would be certified as to receipt and acceptance of the material and forwarded to a Navy paying activity for payment of the bill.

At the conclusion of the nine-month period, suppliers will be asked to submit copies of processed ships purchase orders for the items to NEXCOM. A determination will be made on whether to continue the supplier's authority to sell to ships stores based on the volume of business and the crews' acceptance of the product.

The item may be considered for addition to the Contract Bulletin or the Ships Stores Afloat Catalog if there is sufficient evidence of bona fide recurring demand in various geographical areas. Reorders, not one-time purchases, are considered recurring demand.

Business Code of Ethics

The Navy Resale System purchases products and services on the basis of product merit and fair competition. The Navy Exchange System business code of ethics is also policy for all employees of the system. Organizations that enjoy a business relationship with Navy exchanges, ships stores, regional offices, or headquarters are expected to abide by the code of ethics of the Navy Exchange System.

Standards of conduct for personnel of the Navy prohibit all personnel, military or civilian, from accepting, soliciting or agreeing to accept, directly or indirectly, any gift or gratuity from any person or organization doing business or desiring to do business with the Navy Exchange System. Policy further directs Navy personnel to avoid even the appearance that business is being conducted at other than "arms length" with a supplier.

Anyone who believes or has knowledge that the business code of ethics is not being followed or that fraud, waste or abuse is taking place at any activity of the Navy Exchange System may report their concerns on a special fraud, waste and abuse hot line (800-221-6330). This toll free line is available 24 hours a day and any reports will be promptly investigated. Confidentiality is assured.

Contacting NEXCOM

The Navy Exchange Service Command maintains an open door policy in meeting with all potential and actual vendors and suppliers. Sales personnel are invited to call NEXCOM, the Centralized Buying Office in Jacksonville, and NEXCENs to make appointments to see appropriate buyers or managers.

Small Business Office

The Navy Exchange Service Command maintains a Small and Disadvantaged Business Utilization Office that provides information and guidance to small and minority businesses about how to go about doing business with the Navy Exchange System. The NEXCOM small business specialist can be contacted at (718) 390-3933.

EXCHANGE OPERATIONS GROUP

Merchandise Division (MD)

Director
John Marecki
(718) 390-3876/77

Deputy Director
Joe Williams
(718) 390-3877

Executive Secretary
Muriel Lowe
(718) 390-3876/77

Projects Coordinator
Aimee Oey
(718) 390-3909

Private Label Manager
Paul Karp
(718) 390-3913

Senior Buyer (Private Label Softlines)
JoAnn Gattis
(718) 390-3536

Private Label Buyer
Barry Flayton
(718) 390-3911

Soft Lines Apparel/Accessories Requirements Branch (MDI)

Manager
Sandi Cross
(718) 390-3904

Senior Buyer (E-2)
Al Rafaloff
(718) 390-3890
Men's wear, dress shirts, neckties, handkerchiefs

Buyer (E-2)
Tom Smith
(718) 390-3889
Young men's suits, casual slacks jeans, cloth and leather outwear, rainwear, skiwear

Buyer (E-2)
Al Rafaloff
(718) 390-3890
Dress shirts, neckties, handkerchiefs hosiery

Buyer (E-2)
Robert Davis
(718) 390-3827
Men's collections, youngmen's collections, casual, youngmen's knit shirts, printed tees, underwear, thermals and supporters

Buyer (E-2)
Herb Weiss
(718) 390-3892
Sweaters, swimwear, tennis wear, activewear, shorts

Buyer (E-2)
Barbara Mangravetti
(718) 390-3813
Sportshirts, men's knit shirts, robes, pajamas, jog sets, basic fleece, hats, gloves, umbrellas

Buyer (E-2)
Richard Lampert
(718) 390-3891
Men's suits, sport coats, dress slacks, printed tee

Senior Buyer (E-3, E-7)
Jerry Baum
(718) 390-3906
Handbags, accessories, hosiery, maternity, family shoes, intimate apparel

Buyer (E-3)
Mary Zaia
(718) 390-3899
Intimate apparel

Buyer (E-3)
Diane Shumaker
(718) 390-3903
Hosiery, accessories

Buyer (E-3)
Arlene Carofalo
(718) 390-3679
Maternity wear

Buyer (E-7)
Michael Avallone
(718) 390-3905
Family shoes

Buyer (E-7)
Alan Lieberman
(718) 390-3980
Family shoes

Senior Buyer (E-5, G-1, G-2)
Iris Hecker
(718) 390-3888
Juvenile Products

Buyer (E-5)
Cheryl Mulrean
(718) 390-3893
Newborn, infants, toddlers wear

Buyer (G-1)
Betty Jo Felix
(718) 390-3894
Girls Wear

Buyer (G-1)
Frank Weiss
(718) 390-3895
Juvenile sleepwear, accessories

Buyer (G-2)
Diane Bowen
(718) 390-3887
Boys Wear

Senior Buyer (E-8)
Gussie Levin
(718) 390-3902
Ladies ready-to-wear

Buyer (E-8)
Lita Sohn
(718) 390-3900
Misses, petites, large size coordinates/related separates

Buyer (E-8)
George D'Ambrosio
(718) 390-3901
Misses sportswear seperates, tops and bottoms

Buyer (E-8)
Paula DiClerico
(718) 390-3504
Misses, junior, petite, and large size dresses, coats, suits, outerwear, leathers, and swimwear

Buyer (E-8)
Kris Vitullo
(718) 390-3898
Petite and large sportswear separates, tops and bottoms

Buyer (E-8)
Jay Linsen
(718) 390-3682
Junior sportswear separates, tops and bottoms

Buyer (E-8)
Doris Drucker
(718) 390-3681
Junior, misses, petite and large size activewear and denims

Buyer
VACANT
(718) 390-3671
Junior coordinates/related separates

Decentralized Hardlines and Consumables Branch (MD2/3)

Manager
Larry Chapp
(718) 390-3886

Senior Buyer (D-2, D-4, D-5)
Peggy Walsh
(718) 390-3908
Jewelry, watches, fragrances

Buyer (D-2)
Gloria Reid
(718) 390-3857
Jewelry

Buyer (D-4, D-5)
Lynn Pleffner
(718) 390-3910
Watches, fragrances

Senior Buyer (B-3, B-8, B-9, C-2, C-7, E-4, F-2)
Jim Larkin
(718) 390-3878
Sporting goods, giftware, table top and furniture, stationery, books and magazines, domestics and fabrics

Buyer (B-3, E-4, F-2)
Jef Siegel
(718) 390-3896
Sporting goods, domestics, fabrics

Buyer (B-8, B-9)
Vacant
(718) 390-3670
Giftware, table top, furniture

Buyer (C-8, C-7)
Ellen Wistock
(718) 390-3885
Stationery, books, magazines

Senior Buyer (A-1, A-2, A-4, A-6, A-9, C-4, C-9)
Beverly Praeter
(718) 390-3958
Candy, tobacco, foods, soda, beer, wine, distilled spirits, hardware, garden and lawn supplies, pet supplies

Buyer (A-1, A-2, A-4)
Anne Ozegovich
(718) 390-3915
Candy, tobacco, food

Buyer (A-6, A-9)
Dan Burzynski
(718) 390-3675
Beer, soda, wine, distilled spirits

Buyer (C-4, C-9)
Jerry Greene
(718) 390-3912
Hardware, garden and lawn supplies, pet supplies

CENTRALIZED BUYING OFFICE

Navy Exchange Service Command
P.O. Box 13
Naval Air Station, Bldg. 554
Jacksonville, FL 32212
(904) 777-110

Manager
Robert McGinty
(904) 777-7110

Electronics (A7, A-8, B-1, B-5, B-7)

Merchandise Supervisor
Patricia Igoe
(904) 777-7034
Cameras, photo equipment, film, prerecorded audio and video, consumer electronics, home office and computers

Buyer (A-7, A-8, B-1)
Tim Maloney
(904) 777-7135/7126
Cameras, photo equipment, film, prerecorded audio and video tapes, records, cassettes

Assistant Buyer (A-8)
Barbara Pond
(904) 777-7217
Audio

Assistant Buyer (A-8)
Julianne Cronin
(904) 777-7072
Video

Buyer (B-5)
Dan Cougevan
(904) 777-7203

Consumer electronics

Buyer (B-7)
Jeff Blevins
(904) 777-7112
Home office, computers

Home Furnishings (B-0, B-2, B-4, D-1, D-3)

Merchandise Supervisor
Mike Lynch
(904) 777-7226/7256
Major appliances, housewares, traffic appliances, health & beauty aids, household supplies

Buyer (B-0, B-4)
John Lagasse
(904) 777-7115
Major appliances, traffic appliances

Assistant Buyer (B-0, B-4)
Lynn Giammo
(904) 777-7233
Major appliances, traffic appliances

Buyer (B-2)
Vacant
(904) 777-7060
Housewares

Buyer (D-1, D-3)
Mary Poitevint
(904) 777-7056
Health & beauty aids, household supplies

Assistant Buyer (D-1, D-3)
Mike Meyers
(904) 777-7274
Health & beauty aids, household supplies

General Merchandise (C-1, C-3, C-5, C8)

Merchandise Supervisor
Ron Michel
(904) 777-7174
Luggage, greeting cards, toys, automotive accessories and supplies

Buyer (C-1, C-3)
Ron Williams
(904) 777-7058
Luggage, greeting cards

Buyer (C-5)
Howard Brigance
(904) 777-7175
Toys

Buyer (C-8)
Jerry Deutsch
(904) 777-7196
Automotive parts, accessories, and supplies

Exchange Operations Group
Store Operations Division

Director
Tony DeGaetano
(718) 390-3847/8

Deputy Director
Chuck Stockburger
(718) 390-3874

Automotive/Personalized Services

Branch Manager
Vacant
(718) 390-3849

Automotive Services Specialist
Larry Boone
(718) 390-3852

Personalized Services Specialists
Paul Agurkis
(718) 390-3851
Glenna Holgerson
(718) 390-3833

Optical/Flower Shop Specialist
Verdell Sanders
(718) 390-3850

Food Services Branch

Manager
Robert Elszy
(718) 390-3863

Food Service Specialists
Mark Bessette
Jeffrey Keppler
Marc Rothschild
(718) 390-3677/3867

Vending, Laundry & Dry Cleaning Branch

Manager
Robert Elszy
(718) 390-3863

Vending Specialists
Chris McEwen
Jerry Fantano
(718) 390-3863

Laundry/Dry Cleaning Specialist
Donald Gutchow
(904) 772-2464

Retail Operations Branch

Manager
Jerry Rogoff
(718) 390-3680

Retail Operations Specialists
Amy Capuccio
(718) 390-3854
Rennie Aitkenhead
(718) 390-3720
David Greth
(713) 390-3957
Ken Parrish
(718) 390-3854

Sales Promotion Division

Director
Joseph LoCasto
(718) 390-3872

Store Planners
Mark Orlando
Gino Guillen
(718) 390-3874

Visual Merchandising Branch Manager
Ken Kaczmarski
(718) 390-3864

Visual Merchandising Specialists
Bill Griffin
(718) 390-3689
Jan Carden
(718) 390-3531
Peggi McCabe
(718) 390-3532
Ken Kaczmarski
(718) 390-3864
Herb Thompson
(718) 390-3506

Advertising Branch

Manager
Barbara Wolk
(718) 390-3873

Specialists
Frank Colosa
(718) 390-3870
Janet DeMonte
Lila Victoria
Jamie Rodriguez
(718) 390-3724
Frank Canzoneri
Viki Reinertsen

(718) 390-3672
Anthony Cannarella
(718) 390-3871

Advertising Information Specialists
Pamela Gallicchio
(718) 390-3875
Sylvia Hannam
(718) 390-3724
Lorraine Aurdahl
(718) 390-3685

Naval Uniform Division

Director
Becky Adkins
(718) 390-3701

Senior Buyer
Camille Gainsa
(718) 390-3707
Men's and women's uniforms, accessories, dungarees, rainwear, insignia, fabric (commercial sources)

Ships Stores Division

Director
Louis J. Caputo
(718) 390-3838

Deputy Director
Charles Vaughan
(718) 390-3838

Operations Branch

Manager
Walter Moore
(718) 390-3840

Operations Branch Specialist
Alice Pastore
(718) 390-3840

Fleet Assistance Branch

Manager
John Dixon
(718) 390-3837

Specialists
Gene Hoffman
(718) 390-3505
Andrea Villamagna
(718) 390-3796

Diego Garcia Support
SHI Robert Bachman
(718) 390-3505

Contracts Group

Deputy Commander
Paul H. Feuer
(718) 390-3934

Assistant Deputy Commander
Vincent Ruggiero
(718) 390-3945

Contract Support Branch (CG1)

Manager
Anthony DiGiovanni
(718) 390-3525

Systemwide Contract Section

Supervisor
Robert J. McDonald
(718) 390-3649

Contract Specialists
Gabriella Morrison
(718) 390-3947
Tim Barden
(718) 390-3946
Winona Frye
(718) 390-3535
Beverly Haynes
(718) 390-3946
Kathy Madrazo
(718) 390-3947
Virginia Squitieri
(718) 390-3535

Equipment and Appropriated Fund Procurement Section

Supervisor
John Cucciniello
(718) 390-3938

Procurement Specialists
Hilda Thomas
(718) 390-3609

Lou Becker
(718) 390-3940
Joseph Darcy
(718) 390-3937
Tony Sorrentino
(718) 390-3938
Fran Ferrari
(718) 390-3937

Procurement Management Review Branch (CG2)

Manager
Vacant
(718) 390-3943

Supervisor
Bill Cook
(718) 390-3978

Procurement Analysts
George Harris
(718) 390-3977
Irving Medetsky
(718) 390-3942
Alex Ricci
(718) 390-3652

Contract Policy Branch (CG4)

Manager
Herb Friedland
(718) 390-3933

Procurement Analysts
Tim Donovan
(718) 390-3932
Glenn Hoffman
(718) 390-3932
Jeff Reppert
(718) 390-3662

Office of Small and Disadvantaged Business Utilization

Director
Herb Friedland
(718) 390-3933

Distribution Management Division

Deputy Commander
Robert Byrd
(718) 390-3846/3526

Warehousing Branch (DMD1)

Manager
Michael G. Wovna
(718) 390-3949

Fashion Distribution Center, Bayonne, NJ

Distribution Manager
Ann Kukowski
(201) 437-8494/8495/8496

Traffic Branch (DMD2)

Manager
Helen Gonsiewski
(718) 390-3952

Navy Exchange Service Center

C.O. indicates Commanding Officer
XO indicates Executive Officer

Norfolk
Navy Exchange Service Center
P.O. Box 15037
Norfolk, VA 23511-6390
C.O.: CAPT John R. Bailey, SC, USN
XO: CDR John Polley
Howard Siegman, Exchange Operations Dir.
(804) 440-2122
FAX: (804) 440-2102

Jacksonville
Navy Exchange Service Center
Naval Air Station
Box 13
Jacksonville, FL 32212
C.O.: CAPT Charles Ritzel, SC, USN
XO: CDR Ted Brooks
Arthur Disalvo, Exchange Operations Dir.
(904) 777-7040
FAX: (904) 777-7131

San Diego
Navy Exchange Service Center
P.O. Box 150, Naval Station
San Diego, CA 92136-5150
C.O.: CAPT C.A. "Joe" Hoyt, SC, USN
XO: CDR Terry Argento, SC, USN
James Murphy, Exchange Operations Dir.

(619) 237-5700
FAX: (619) 237-5692

Auburn
Navy Exchange Service Center
2801 "C" St., S.W.
Auburn, WA 98001-7499
C.O.: CDR John Tufts, SC, USN
Vacant, Exchange Operations Dir.
(206) 931-7670
FAX: (206) 931-7370
FAX: (206) 931-7863

Pearl Harbor
Navy Exchange Service Center
Pearl Harbor Naval Base
Box 7
Pearl Harbor, HI 96860-6000
CO: CDR Dave Maddon, SC, USN
Ed Yerman, Exchange Operations Dir.
(808) 423-3201
FAX: (808) 422-7897
Navy Exchange Systems

United Kingdom
Navy Exchange
Box 46
FPO NY 09510
OIC: Gary Shirley, Manager
Telephone: 011-44-81-868-2366
FAX: 011-44-582-666377

Pensacola
Navy Exchange
Naval Air Station
Bldg. 27
Pensacola, FL 32508-5350
OIC: CDR Bruce Rova
(904) 455-0392 Ext 264
FAX: (904) 456-4655
Ray Weeks, Merchandise Manager
(904) 456-5764 Ext 277

Corpus Christi
Navy Exchange
Naval Air Station
Corpus Christi, TX 78419
OIC: LT Roger A. Abrajano, SC, USN
(512) 939-2033
FAX: (512) 939-8529

Great Lakes
Navy Exchange
Naval Training Center
Bldg. 3451
Great Lakes, IL 60088
OIC: LCDR Michael Lyon, SC, USN
(708) 578-6100
FAX: (708) 578-6301

Naples
Naval Support Activity
Box 30
Naples, Italy
Mailing Address: FPO AE 09619-0003
OIC: CDR T.D. Lanier, SC, USN
Telephone: 011-39-81-724-4220/4221
FAX: 011-39-81-570-1203

Subic Bay
Navy Exchange
U.S. Naval Station
Box 39
Subic Bay, Luzon
Republic of the Philippines
FPO San Francisco 96651-0003
OIC: CDR L.J Martin SC, USN
Telephone: 011-63-47-882-2211
FAX: 011-63-47-382-8498

Yokosuka
Navy Exchange
Yokosuka, Japan
Mailing Address: Fleet Activities
Box 70
FPO Seattle 98762
OIC: CDR Ronald Sugihara, SC, USN
Telephone: 011-81-468-261-911
Ext. 5354
FAX: 011-81-468-24-0556

1992 SALES PROMOTION SCHEDULE

Week	Dates	Event Title
52A	1-5 Jan	Stock-up & Save Sale
52B	1 Jan	New Year Sale Insert
6	12-17 Feb	Super February Sale
7	17 Feb	Presidents' Day Sale Insert
8	26 Feb-1 Mar	March Madness
10	11-15 Mar	Spring Fashion Values
14	8-12 Apr	Spring Sale
18	6-10 May	Mother's Day Sale
19	13-23 May	Sight & Sound Values
21A	25-31 May	Great Beginnings
21B	25 May	Memorial Day Sale Insert
24	17-21 Jun	Father's Day
25	24-28 Jun	Welcome Aboard
28	15-19 Jul	Summer Values
29	22-26 Jul	Back To School
32	12-16 Aug	Fall Fashion Values
35	2-7 Sep	Fall Sale
36A	7 Sep	Labor Day Sale Insert
36B	9-13 Sep	Toyland Values
40	7-17 Oct	Navy Birthday Celebration
41	12 Oct	Columbus Day Sale Insert
42	21-25 Oct	Home Values
43	28 Oct-8 Nov	Holiday Gifts
45A	11-15 Nov	Veterans' Day
45B	11 Nov	One Day Sale Insert
47	27-29 Nov	After Thanksgiving Sale
48	2-6 Dec	Yule Time Values
49	9-13 Dec	Holiday Sale
50	16-24 Dec	Mid-Winter Madness

Navy Exchange Sales
Summary of Sales by Retail Department
12 Month Fiscal Year 1990 (Jan 90 - Jan 91)

Department	CONUS	Overseas	Worldwide
Candy & Confections/A-1	12,366,975	5,944,729	18,311,704
Tobacco & Smoking Accessories/A-2	106,571,957	17,102,270	123,674,228
Convenience Foods/A-4	39,267,643	23,929,324	63,196,967
Beverages (Beer and Soda)/A-6	64,872,092	40,393,010	105,265,102
Film & Accessories/A-7	6,104,624	2,817,462-	8,922,086
Records & Tapes/A-8	17,400,273	19,563,174	36,963,448
Distilled Spirits and Wine/A-9	66,146,103	13,781,895	79,927,999
Cameras & Photo Equipment/B-1	7,944,856	5,592,524	13,537,381
Housewares/B-2	12,687,329	6,248,625	18,935,955
Sporting Goods/B-3	14,222,954	8,352,504	22,575,459
Electrical Appliances/B-4	23,347,065	18,572,506	41,919,571
Consumer Electronics/B-5	69,697,922	62,624,779	132,322,702
All B Departments*/B-6	0	2,467,142	2,467,142
Home Office/B-7	16,748,574	8,734,819	25,483,394
Home Furnishings & Giftware/B-8	18,459,746	16,068,617	34,528,363
Furniture/B-9	8,608,247	23,476,181	32,084,428
Luggage & Leather Goods/C-1	10,239,288	3,272,810	13,512,098
Stationery/C-2	10,551,957	3,437,328	13,989,285
Party Goods & Greeting Cards/C-3	11,280,498	5,181,812	16,462,311
Hardware & Pet Supplies/C-4	15,979,638	4,716,010	20,695,649
Toys & Wheel Goods/C-5	16,573,035	11,796,810	28,369,845
All C Departments*/C-6	1,411,794	172,279	1,584,074
Books & Periodicals/C-7	13,956,586	5,166,937	19,123,523
Auto Accessories/C-8	21,134,108	8,728,251	29,862,360
Garden Supplies & Outdoor Living/C-9	23,689,192	6,364,331	30,053,524
Toiletries & Drugs/D-1	38,605,757	14,529,271	53,135,028
Jewelry/D-2	22,372,097	15,721,231	38,093,328
Household Supplies/D-3	13,748,238	6,563,129	20,311,368
Watches & Accessories/D-4	11,726,813	6,637,412	18,364,225
Fragrances & Cosmetics/D-5	23,378,899	8,106,023	31,484,922
All D Department*/D-6	0	74,790	74,790
Uniforms & Accessories/E-1	53,751,412	8,247,428	61,998,840
Men's Wear & Accessories/E-2	64,138,983	22,172,775	86,311,759
Intimate Apparel/E-3	20,334,193	6,503,203	26,837,397
Domestics/E-4	15,079,814	8,067,812	23,147,627
Infants and Toddler's Wear/E-5	13,654,956	6,110,448	19,765,404
All E Departments*/E-6	0	777,019	777,019
Family Shoes/E-7	27,261,348	10,549,043	37,773,583
Women's Ready to Wear/E-8	34,298,403	13,022,951	47,321,354
Misc. Retail Departments*/E-9	1,439,277	1,458,882	2,898,160
Fabrics & Sewing Accessories/ F2	0	1,396,083	1,396,083
Girls Wear/G1	9,180,835	3,088,608	12,269,444
Boys Wear/G2	8,657,434	3,115,011	11,772,445
Total Retail Sales	**$966,854,163**	**$460,647,230**	**$1,427,501,393**

* These figures represent sales recorded on a single departmental key at the cash register at smaller exchanges.
Note: Navy Exchange Sales for FY90 are preliminary and unaudited.

Navy Exchange Sales
Summary of Sales by Service Department
FY90

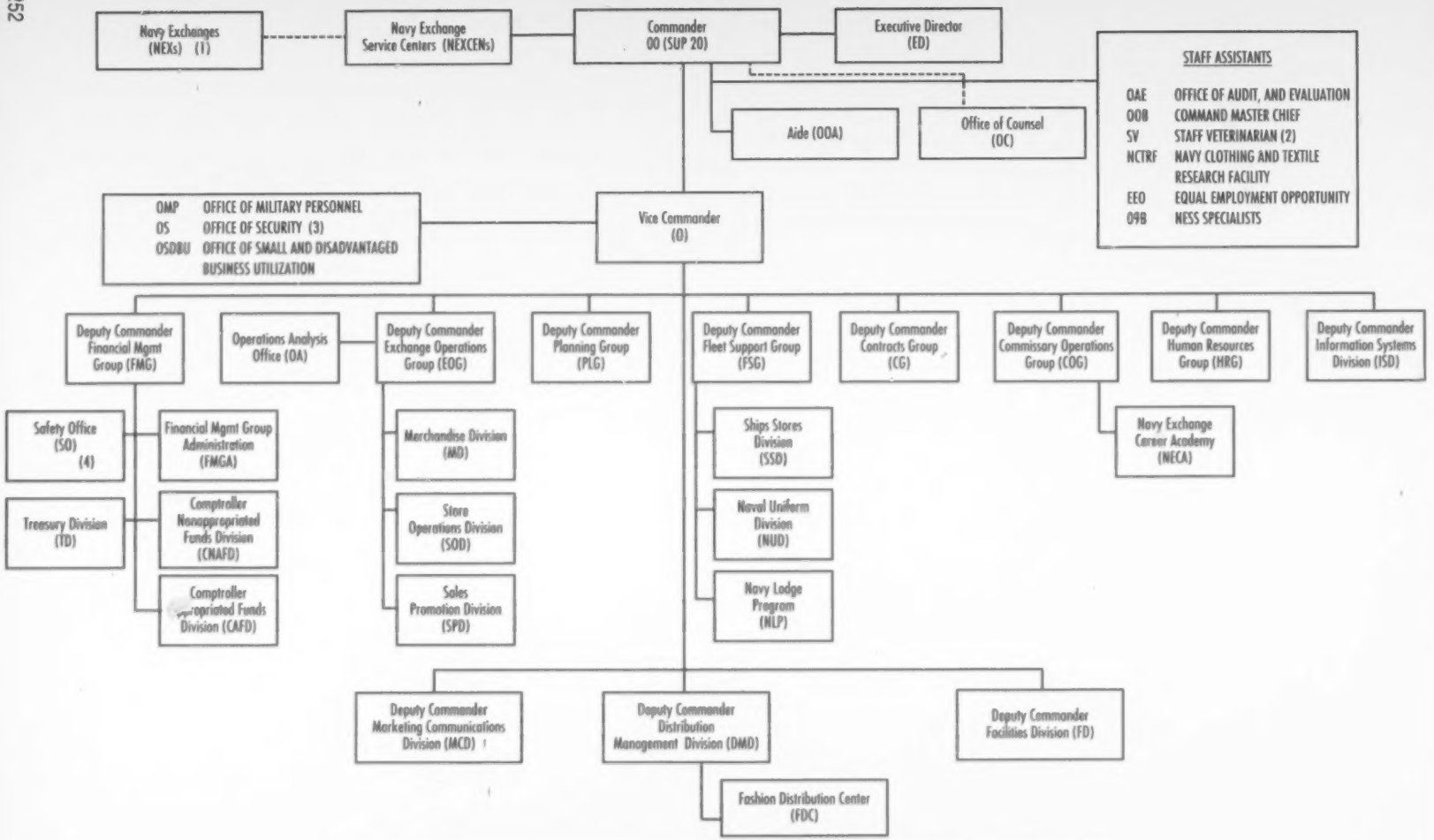
Department	CONUS	Overseas	Worldwide
Barber Shop/J-1	11,762,954	2,720,502	14,483,457
Beauty Shop/J-2	2,397,620	1,893,810	4,291,430
Gasoline/Fuel/J-3	101,088,278	26,532,459	127,620,737
Auto Services & Labor/J-5	6,750,187	2,510,852	9,261,039
Optical/K-2	8,337,569	1,443,028	9,780,598
Flower Shop/K-3	8,231,403	2,708,400	10,939,804
Food Service/K-4	51,991,926	27,234,764	79,226,691
Fast Food (NEX/Wendy's)	0	2,243,970	2,243,970
Laundry Dry Cleaning/M-1	15,066,311	4,813,443	19,879,754
Personalized Services/M-2	27,761,905	22,661,175	50,423,080
Vending Machines/M-3	68,209,075	18,603,553	86,812,629
Amusement Machines/M-7	10,981,277	3,237,748	14,219,026
Total Services	**$312,578,509**	**$116,603,709**	**$429,182,219**
Navy Lodges	$14,795,454	$5,462,215	$20,257,669
Retail Clothing/L1 (Navy Uniforms)	$23,752,326	$4,819,507	$28,571,833
Concession Sales	**$107,569,405**	**$43,512,492**	**$151,081,898**

Navy Totals
FY90

	Retail	Services	Concession	Total FY90
CONUS	966,854,163	312,578,509	107,569,405	1,387,002,077
Overseas	460,647,230	116,603,709	43,512,492	620,763,431
Worldwide	**$1,427,501,393**	**$429,182,218**	**$151,081,897**	**$2,007,765,508**

Note: Exchange sales for FY90 are preliminary and unaudited.

NAVY EXCHANGE SERVICE COMMAND (NEXCOM)


Navy Exchanges (NEXs) (1)
Navy Exchange Service Centers (NEXCENs)
Commander 00 (SUP 20)
Executive Director (ED)
STAFF ASSISTANTS
OAE OFFICE OF AUDIT, AND EVALUATION
00B COMMAND MASTER CHIEF
SV STAFF VETERINARIAN (2)
NCTRF NAVY CLOTHING AND TEXTILE RESEARCH FACILITY
EEO EQUAL EMPLOYMENT OPPORTUNITY
09B NESS SPECIALISTS
Aide (00A)
Office of Counsel (OC)
OMP OFFICE OF MILITARY PERSONNEL
OS OFFICE OF SECURITY (3)
OSDBU OFFICE OF SMALL AND DISADVANTAGED BUSINESS UTILIZATION
Vice Commander (0)
Deputy Commander Financial Mgmt Group (FMG)
Operations Analysis Office (OA)
Deputy Commander Exchange Operations Group (EOG)
Deputy Commander Planning Group (PLG)
Deputy Commander Fleet Support Group (FSG)
Deputy Commander Contracts Group (CG)
Deputy Commander Commissary Operations Group (COG)
Deputy Commander Human Resources Group (HRG)
Deputy Commander Information Systems Division (ISD)
Safety Office (SO) (4)
Financial Mgmt Group Administration (FMGA)
Treasury Division (TD)
Comptroller Nonappropriated Funds Division (CNAFD)
Comptroller Appropriated Funds Division (CAFD)
Merchandise Division (MD)
Store Operations Division (SOD)
Sales Promotion Division (SPD)
Ships Stores Division (SSD)
Naval Uniform Division (NUD)
Navy Lodge Program (NLP)
Navy Exchange Career Academy (NECA)
Deputy Commander Marketing Communications Division (MCD) 1
Deputy Commander Distribution Management Division (DMD)
Deputy Commander Facilities Division (FD)
Fashion Distribution Center (FDC)

Date	Commander	Title of Field Activity	Title of Parent Organization
29 July 1991	Rear Admiral H.D. Weatherson, SC USN	Navy Exchange Service Command	Naval Supply Systems Command

1. Primary support and technical control of Navy exchanges will be exercised by applicable Navy Exchange Service Center. Primary support and technical control of Independent Navy exchanges will be exercised through COMNEXCOM. Those that are tenants of NAVMEDCOM activities will continue to report to their host for ADDU.

2. The Staff Veterinarian receives administrative support from the Commissary Group.

3. The Security Officer advises and assists the Command in the development and administration of a security program for the Navy Exchange System.

4. The Safety Officer has direct access to the NEXCOM Commander on occupational safety and health matters.

U.S. COAST GUARD (EXCHANGE AND MORALE DIVISION)

CAPT Roger G. Love, USCG

Commandant (G-PXM)
U.S. Coast Guard
2100 Second Street, SW
Washington, D.C. 20593
Phone: (202) 267-0726
FAX: (202) 267-4744

Key Personnel

Chief, Exchange and Morale Division
CAPT Roger G. Love, USCG
(202) 267-0726

Chief, Exchange System and Morale Branch
Mark Carscallen
(202) 267-1202

Chief, Budget and Analysis Branch
Nancy A. Ostrowski
(202) 267-0727

Retail Specialist
John D. Adams
(202) 267-1202

Supervisor, Field Support Office Portsmouth, VA
LCDR Ron Johnson
(804) 398-6284

Buying Procedures

The Coast Guard Exchange System (CGES) operates under a decentralized management concept. Each unit has its own centralized nonappropriated fund activity administrative office to manage all exchange activities and package stores at that unit. Coast Guard headquarters does not maintain detailed information about the various activities of each unit; therefore, specific inquiries in this regard should be addressed directly to individual units.

Although Coast Guard exchanges, clubs and package stores observe the item, price, and cost limitations imposed on their equivalents within the Department of Defense, they are free to purchase merchandise from any legal source at the best price. Usually the same price agreements with the Navy Resale and Services Support Office or the Army and Air Force Exchange Service are available to the Coast Guard. Many of the larger Coast Guard units subscribe to the Navy price agreement bulletins (PABs).

Coast Guard headquarters also gives administrative support to one appropriated fund commissary store in Kodiak, Alaska. When DPSC or local contracts are available, procurement for commissary activities is accomplished through that system. In their absence, however, procurement is made from approved local sources. Final determination as to local source procurement is made on the approval of the Coast Guard District Contract Officer.

In addition, the Exchange and Morale Division provides support to Coast Guard appropriated fund military uniform stores.

Nonappropriated Fund Activities & CGES Officers

NORTHEAST REGION

USCG Academy
15 Mohegan Avenue
New London, CT 063204195
Mr. Tom Birch
(203) 444-8484

USCG Group Long Island Sound
120 Woodward Avenue
New Haven, CT 065123698
CWO Ron Hanks
(203) 468-2712
FAX:(203) 468-4445

USCG Group Portland
41 Mussey Street
South Protland, ME 041060007
CWO Eric Barett
(207) 767-4757

USCG Yard
Curtis Bay
Baltimore, MD 212261797
CWO Mary J. Doster
(301) 636-4188

USCG Support Center Boston
427 Commercial Street
Boston, MA 021091027
CWO Mike DiCarlo
(617) 223-3135
FAX:(617) 223-3134(Call main no. first for fax)

USCG Air Station Cape Cod
NAFA Section
Otis ANGB, MA 025425024
Mr. Steve Hammond
(508) 968-5654
FAX:(508) 968-5641

USCG Training Center Cape May
Cape May, NJ 082045002
CWO Doug Wagner
(609) 884-6940
FAX: (609) 884-6846

USCG Air Station Brooklyn
Floyd Bennett Field, Bldg. 90
Brooklyn, NY 112347097
CWO Ray Murphy
(718) 615-2466

USCG Support Center New York
Governors Island, Bldg. 110
New York, NY 100045000
LCDR M.D. Hazel
(212) 668-7354

USCG MSO/Group Philadelphia
1 Washington Avenue
Philadelphia, PA 191474395
LT Lewis Cocoran
(215) 271-4800
FAX:(215) 271-4899

NORTH CENTRAL REGION

USCG Group Grand Haven
650 Harbor
Grand Haven, MI 494171752
CWO Glenn Ray
(616) 847-4510
FAX:(616) 847-4528

USCG Group Sault Ste Marie
337 Water Street
Sault Ste Marie, MI 497839501
Lt. J. Andrzejewski
(906) 635-3231
FAX:(906) 635-3241

USCG Air Station Traverse City
Traverse City, MI 496843586
LT Rocky Nelson
(616) 922-8286
FAX:(616) 974-0213

USCG Base St. Louis
P.O. Box 2896
St. Louis, MO 631110096
CWO E.L. Gameng
(314) 425-6823

USCG North Coast Exchange
13920 West Parkway
Cleveland, OH 44135
LCDR D.L. Walker
(216) 671-3500
FAX:(216) 522-4098

USCG Group Milwaukee
2420 S. Lincoln Memorial Drive
Milwaukee, WI 532071997
LTJG Dave Sherrod
(414) 747-7184

SOUTHEAST REGION

USCG Air Station Clearwater
Clearwater, FL 346222990
CWO D. Sabra
(813) 535-1437 x329
FAX:(813) 535-1437 x366

USCG Base Mayport
P.O. Box 385
Mayport, FL 322670385
CWO David Stonebrook
(904) 247-7326

USCG Air Station Miami
Opa Locka Airport
Opa Locka, FL 330542397
CWO Van Priestley
(305) 685-1661
FAX:(305) 953-2212

USCG Station St. Petersburg
1301 Beach Drive, SE
St. Petersburg, FL 33701
CWO Mike Major
(813) 896-2816
FAX: (813) 821-5033

USCG Support Center Elizabeth City
Elizabeth City, NC 279090237
CWO J. Bandhauer
(919) 335-6471
FAX: (919) 335-6471(call main no. first)

USCG Base Fort Macon
P.O. Box 237
Atlantic Beach, NC 285120237
SKC J.R. Carrington
(919) 247-4555
FAX: (919) 247-4536

USCG Air Station Borinquen
Aquadilla, PR 006049999
Mr. W.F. (Buddy) Davis
(809) 890-3127
FAX: (809) 890-3123

USCG Base San Juan
P.O. Box S-2029
San Juan, PR 009032029
Mr. Luis Torres (Exchange Mgr)
(809) 721-3955
FAX:(809) 725-7337

USCG Base Charleston
196 Tradd Street
Charleston, SC 294011817
CWO Dennis Ballard
(803) 724-7613

USCG Support Center Portsmouth
4000 Coast Guard Blvd.
Portsmouth, VA 237022199
CWO Ron Mutter
(804) 483-8612
FAX:(804) 483-8621

USCG Reserve Training Center Yorktown
Yorktown, VA 236905000
LCDR Kent Krause
(804) 898-2115

SOUTHERN REGION

USCG Aviation Training Center Mobile
No. Side of Bates Field
Mobile, AL 366089682
LCDR John Simpson
(205) 639-6394

USCG Base Mobile
South Broad Street
Mobile, AL 366151390
CWO Earl Hudgins
(205) 690-2240
FAX:(205)690-3090(call main no. first)

USCG Support Center New Orleans
4640 Urquhart Street
New Orleans, LA 701174698
CWO Ferniz
(504) 942-3068

USCG Base Galveston
P.O. Box 1912
Galveston, TX 775533001
Ms. Mary Malhiot (Exchange Mgr)
(409) 763-2203
FAX:(409) 766-4728

USCG Marine Safety Office Galena Park
P.O. Box 446
Galena Park, TX 775470446
ENS John Francic
(713) 672-6639

WESTERN REGION

USCG Support Center Alameda
Coast Guard Island
Alameda, CA 945015100
CWO M. Ronquillo
(415) 437-3168
FAX:(415) 437-3670

USCG Group Humboit Bay
1296 Chestnut Street
Eureka, CA 95501
LT Larry Williams
(707) 839-6181
FAX:(707) 839-6198

USCG Training Center Petaluma
Petaluma, CA 949525000
CWO David Brockes
(707) 765-7241

USCG Air Station San Diego
2710 Harbor Drive
San Diego, CA 921011079
Chief Manuel Almoite
(619) 557-6388

USCG Support Center San Pedro
P.O. Box 8

Terminal Island Station
San Pedro, CA 907310208
CWO Baytan
(213) 514-6408

USCG Group Astoria
USCG Base, Bldg. 3

Tongue Point
Astoria, OR 971032099
CWO Patrick Stretch
(503) 325-0108
FAX: (503) 325-1497

USCG Air Station North Bend
2000 Connecticut Avenue
North Bend, OR 974592399
CWO B.L. Munroe
(503) 756-9264
FAX: (503) 756-1173

USCG Air Station Port Angeles
Port Angeles, WA 983620519
D. Jensen
(206) 457-8600
FAX: (206) 457-1256

USCG Support Center Seattle
1519 Alaskan Way South
Seattle, WA 981341192
CWO Michael Smell
(206) 587-0307
FAX: (206) 587-0349

PACIFIC REGION

USCG Base Ketchikan
Ketchikan, AK 999016698
CWO D. Beaver
(907) 225-4528
FAX: (907) 228-0252

USCG Support Center Kodiak
P.O. Box 14
Kodiak, AK 996195000
LT Ron Eller
(907) 487-5102
FAX: (907) 487-5051

USCG Air Station Sitka
611 Airport Road
Sitka, AK 998350100
LT Chip Strangfeld
(907) 966-5435
FAX: (907) 966-5437

USCG Air Station Barbers Point
Barbers Point, HI 968625800
LTJG R. Girard
(808) 682-2710
FAX:(808) 682-3832

USCG Base Honolulu
Sand Island Honolulu, HI 968194398
LTJG James Malene
(808) 541-2469
FAX: (808) 541-3235

Coast Guard Commissary Store

USCG Support Center
P.O. Box 14
Kodiak, AK 99619
(907) 487-5209 Direct

Coast Guard CGES Sales FY86–FY90

CGES Activity	FY86	FY87	FY88	FY89	FY90
Exchanges	$ 60,572,639	$ 61,580,193	$ 63,716,081	$ 70,955,665	$78,411,387
Clubs	4,355,183	4,598,672	6,100,364	6,285,603	6,192,642
Package Stores	16,848,186	17,707,035	17,733,730	19,871,029	22,639,851
Grocery Stores	16,941,538	16,289,230	16,697,007	18,065,934	17,997,193
Direct Vending/Services	5,755,717	6,476,138	5,166,439	6,371,948	6,603,589
Total	**$104,473,263**	**$106,651,268**	**$109,413,621**	**$121,550,179**	**$131,844,662**

U.S. Coast Guard

U.S. COAST GUARD (PERSONNEL SERVICES DIVISION)
Commandant (G-PS-1)
U.S. Coast Guard
2100 Second Street, SW
Washington, D.C. 205930001
Phone: (202) 267-1653

KEY PERSONNEL
Compensation Management Branch

Chief
CDR M. Riley
(202) 267-1653

Subsistence Specialist
CWO Brad Reese
(202) 267-1197

BUYING PROCEDURES

The Coast Guard Subsistence Management Section gives headquarters administrative support to some 405 Coast Guard dining facilities worldwide. The Subsistence Management Section operates under a centralized management concept from Coast Guard headquarters. Coast Guard Headquarters maintains detailed information about the various activities of each unit.

When DPSC or local contracts are available procurement for subsistence and food service activities is accomplished through that system. In their absence, however, procurement is made from approved local sources. Final determinations as to local source procurement are made on the approval of the Coast Guard District Contract Officer.

Go ahead-call us chicken.

Well it's true, isn't it? Here at Rockingham we've been chickens for over 50 years. In the same way that the folks at Wampler-Longacre have been turkeys. But now that's changing. We've decided to take their name so we can all be chickens—and turkeys!

Of course, we considered all angles of this change, made only after we were satisfied that the quality of our chicken and turkey products would stay exactly the same. We feel confident that it is the best move for all of us. For over 40 years, our full line of poultry has appeared in CONUS and overseas commissaries. That will not change—we are now able to offer over 250 products under the Wampler-Longacre brand name. The overseas market will remain under the Rockingham brand. Both brands offer consistent high-quality products, service, standards, and dependability.

We're putting a lot of support behind this transition to increase consumer awareness and bring in new customers, while satisfying current ones. And, operating with the efficiency of one unified name, you'll enjoy increased marketing support from us.

So go ahead—call us chicken, or call us turkeys. Or 250 other wonderful names. But remember to call us **all** Wampler-Longacre!

Rockingham

Two great birds.
One great name

Wampler–Longacre Chicken, Inc.
a subsidiary of WLR Foods, Inc.
P.O. Box 275
Broadway, VA 22815
Phone: 703/896-7000 FAX: 703/896-5127
Represented in Europe, Panama and Puerto Rico by C. Lloyd Johnson Co., Inc.

U.S. MARINE CORPS
RETAIL OPERATIONS BRANCH

John Price

Location: Bldg. #3044, Catlin Avenue
Marine Corps Base, Quantico, VA
Mailing Address: Morale, Welfare and Recreation
Support Activity Headquarters
U.S. Marine Corps (MWX)
Quantico, VA 22134-0834
Phone: (703) 640-3821
FAX: (703) 640-7291

Key Personnel

Head
John Price
(703) 640-3809

Assistant Head, Retail Operations
R. Lee Phillips
(703) 640-3834

Sr. Merchandise Specialist
Billy Rolleston
(703) 640-3833
Hardlines, promotions, rebate programs, cooperative efforts, price leader program

Merchandise Specialist
Janis Empie
(703) 640-3860
Softlines, promotions, cigarette programs, cooperative efforts

Retail Operations Assistant
Janis Rathbun
(703) 640-3860
MIS, sales/financial analysis, system contracts, scanning, visual merchandising, NOVA buying office

Military Clothing Sales Specialist
Corinne Rosema
(703) 640-3836
Military clothing

NOVA Buying Office
Bill Greiner
(703) 640-3892

Buyer
Kristine Peifer
(703) 640-3860

Overseas Procurement
Mary Raines
(703) 640-3835

Administration
Candace Johnston
(703) 640-3821
Kelly Hillstrom
(703) 640-3821

Buying Procedures

There is only one way of doing business with the Marine Corps Exchange system and that is to deal directly with each individual exchange. The Marine Corps operates a decentralized system in which each exchange is the responsibility of the local installation commander.

Categories of merchandise and price limitations on merchandise sold by Marine Corps exchanges in CONUS are established by the Armed Services Exchange Regulations and approved by Congress. These limitations do not apply to overseas exchanges. Purchasing of authorized items is based upon customer demand at the local exchange level. Any individual or vendor may contact the exchange for an appointment or may forward descriptive information and prices to the exchange for consideration.

CONUS Exchanges

Marine Corps Base Camp Pendleton, CA 92005-5003
LtCol Gerald Schoppe, USMC
(619) 725-6233
AV 365-6233
FAX: (619) 430-7494

Marine Corps Base
Camp Lejeune, NC 28542-5003
Charles Marinello
(919) 451-5936
AV 484-2481
FAX: (919) 353-4105

Marine Corps Air Station
El Toro
Santa Ana, CA 92709-5003
Capt. Leo Bueno
(714) 726-3340
FAX: (714) 551-6497

Marine Corps Combat Development Command
P.O. Box 229
Quantico, VA 22134-0229
Lt Chris Williams, USMC
(703) 640-7171
AV 278-7171
FAX: (703) 640-6708

Marine Corps Recruit Depot/WRR
San Diego, CA 921345003
Jerry Falco
(619) 297-2500
FAX: (619) 296-8400

Marine Corps Recruit Depot/ERR
Parris Island, SC 29905-5003
Maj A.P. LaPorte
(803) 525-3301
AV 832-3301
FAX: (803) 525-2872

Marine Corps Air Ground Combat Center
Twentynine Palms, CA 92278-5003
WO Maggie Jones, USMC
(619) 368-3573
AV 957-6688
FAX: (619) 368-9218

Marine Corps Air Station
Cherry Point, NC 28533-5003
Capt Dave Babicki
(919) 447-7041
AV 582-2549
FAX: (919) 447-2922

Headquarters Battalion, HQMC
Henderson Hall
Arlington, VA 22134-5003
Vicki Bartlett
(703) 979-8420
FAX: (703) 979-0972

Marine Corps Air Station
Yuma, AZ 853645003
WO Kay Bosch
(602) 344-1902
AV 951-2295/2363
FAX: (602) 344-1902

Camp Elmore
Norfolk, VA 23515-5003
Lt Lamar Lumpkin III
(804) 423-1187
AV 564-1187
FAX: (804) 423-5819

Marine Corps Logistics Base
Albany, GA 31704-5003
Capt Dave Leutwyler, USMC
(912) 888-6801
AV 567-5189
FAX: (912) 439-0324

Marine Corps Air Station
Beaufort, SC 29904-5003
CWO Bob Mullen, USMC
(803) 522-7017
AV 832-7017
FAX: (803) 522-7077

Marine Corps Logistics Base
Barstow, CA 92311-5003
Capt Carson Dykes
(619) 577-6474
AV 282-6474
FAX: (619) 577-6566

Overseas Exchanges

Marine Corps Air Station
Kaneohe Bay, HI 96863-5003
Capt. Kathy A. Nuzum, USMC
(808) 254-5871
FAX: (808) 254-1022

Marine Corps Air Station
Iwakuni, Japan
FPO Seattle 98764-0003
CWO Dave Barr, USMC
01181-8272-14171
AV 236-4171
FAX: 01181-8272-17363

Marine Corps Barracks/Ground Defense Force
Guantanamo Bay, Cuba
FPO New York 09596-0006
Frank Davey
011-5399-2570
FAX: 011-5399/3237

Marine Barracks
Unit 6108
FPO-AA 34061-9000
Herman Rijfkogel
0115-0783-5374
FAX: 0115-0783-5338

Merchandise Managers/Buyers

Conus

San Deigo, CA
(619) 297-8400
FAX: (619) 296-8400

Merchandise Manager:
John Vreeland

Buyer
Mildred Summers
Footwear, guns

Buyer
Jan Farr
Consumer Electronics

Buyer
Dee Davidson
Cosmetics, jewelry, accessories

Buyer
Denise Billings
Giftware, luggage

Buyer
Mary Goldbeck
Housewares, domestics

Buyer
Zella Price
Men's wear, military clothing, young crew

Buyer
Caroline Lepore
Accessories, lingerie, women's wear

Buyer
Francis Thorton
Consumables, alcoholic beverages, bar supplies

Buyer
Peggy MacMahon
Toys, infants, outdoor Living

Buyer
John Furlong
Hardware, sporting goods

Buyer
Louis Vincent
Automotive

Buyer
Martin Bremmer
Recruit sales

Buyer
Jim Banks
Equipment supplies

Buyer
Laurel Anderson
Consumables

Camp Pendleton, CA

(619) 725-6233
FAX: (619) 430-0446

Merchandise Manager:
Julia Sweeney

Assistant Merchandise Manager:
Marjorie Sanano

Buyer
Sandra Calloway
Men's Wear, military clothing, and shoes

Buyer
Irene Tye
Children's wear, juvenile, furniture, jewelry

Buyer
Liz Hafner
Domestics, housewares, electric appliances, gifts

Buyer
Andre Bergman
cosmetic, tobacco, athletic shoes

Buyer
Sally Young
Women's wear, footwear

Buyer
Marvin Dilg
Sporting goods, outdoor, photo, toys

Buyer
Frank Gallo
Consumables, hardware, automotive

Buyer
Craig Williams
Consumer electronics, luggage, stationery

Buyer
Meg Harkins
Soft drinks, consumables

Camp Lejeune, NC

(919) 451-2481
FAX (919) 353-4105

Supervisory Buyers:
G.E. Stoddard
Fashion lines, men's wear, boy's wear, military clothing, men's personal leathers
Carl Mencer
Hard lines, pre mix beverages, consumables, bar supplies

Buyer
Peter Fulk
Toys and hobby crafts, sporting goods, records and tapes, consumer electronics, office machines

Buyer
Gwen Hill-Broines
Infants/children's clothing, juvenile furniture, family shoes, luggage

Buyer
Vivian Hugeback
Home furnishing, domestics, giftware, housewares, electric appliances, greeting cares, sewing

Buyer
Patricia Dodson
Jewelry, women's wear, cosmetics, lingerie, women's personal leathers, women's accessoriesss

Buyer
Gloria Freeman
Health and beauty aids, stationery, convenience foods, candy, tobacco product/accessories, books and periodicals, household supplies

Buyer
James Wynn
Automotive, trim-a-tree, photo hardware/outdoor living

El Toro, CA

(714) 726-3340
FAX: (714) 551-6497

Merchandise Manager:
David Farwell

Buyer
Barbara Wilson
Women's wear, men's wear

Buyer
Pam Boudreau
Housewares, domestics, giftware, luggage

Buyer
Rose Saunders
Consumer electronics, home appliances, photo

Buyer
Mary Lou De La Torre
Footwear, jewelry, cosmetics, leather goods

Buyer
Linda Behrens
Health and beauty aids, tobacco, liquor, stationery, convenience foods

Buyer
Juantia Williams
Children's wear, juvenile furniture, toys

Buyer
Scott Vincent
Sporting goods, athletic shoes, hardware, outdoor, and automotive

Buyer
Judy Taylor
Military clothing

Quantico, VA

(703) 640-8800
FAX: (703) 640-6708

Merchandise Manager:
Doug Rudy

Buyer
Buna Sprague
Consumer electronics, gifts, dosmetics, home appliances, housewares

Buyer
Diane Ward
Women's wear, cosmetics, jewelry

Buyer
Tammy Brent
Footwear, accessories

Buyer
Joann Morris
Men's wear, children's wear

Buyer
Thelma Brooks
Military clothing

Parris Island, SC

(803) 525-3301
FAX: (803) 525-2872

Merchandise Manager:
Billy Culp
Recruit gear

Buyer
Pam Horton
Women's wear, jewelry, cosmetics, women's footwear

Buyer
Leigh Bishop
Men's wear, children's wear, luggage, men's footwear

Buyer
Dennis Park
Sporting goods, firearms, hardware, consumer electronics, home appliances, automotive

Buyer
Jennette Sattoff
Consumables, housewares, furniture

Twentynine Palms, CA

(619) 368-6163
FAX: (619) 368-9218

Merchandise Manager:
CWO-2 M. Jones

Buyer
Helen McMains
Photo, housewears, domestics, sporting goods, home furnishing, outdoor living

Buyer
Tallis Jenen
Men's wear, footwear, children's wear

Buyer
Kim Miller
Consumer electronics, toys, furniture, giftware, juvenile furniture

Buyer
Norma Hubbard
Hardware, automotive, consumables, books, stationery

Buyer
Glenda Williams-Nenard
Women's wear, cosmetics, jewelry, luggage

Cherry Point, NC

(919) 447-7041
FAX: (919) 447-2922

Merchandise Manager:
Jeff Jenkins

Buyer
Martha Lewis
Consumables, stationery, tobacco

Buyer
Kay Kearney
Housewares, home furnishings, giftware, domestics, photo, consumer electronics

Buyer
Pat Krewson
Hardware, automotive, sporting goods, outdoor living, toys, luggage, military clothing

Buyer
June Tyson
Cosmetics, women's wear, children's wear, juvenile furniture

Buyer
Mary Bequette
Jewelry, men's wear, footwear

Buyer
Patrick Beck
Consumables

Henderson Hall, Arlington, VA

(703) 979-8420
FAX: (703) 979-0972

Merchandise Manager:
Vickie Bartlett

Buyer
Cindy Whitman
Women's wear, jewelry, footwear

Buyer
Gloria Pipes
Luggage, special order

Buyer
Susan Herzog
Children's wear, housewares, domestics, gifts

Yuma, AZ

(602) 726-2363
FAX: (602) 344-1902

Merchandise Manager:
Howard Watson

Buyer
Margaret Fredericks
Women's wear, men's wear, children's wear, accessories

Buyer
Liz Gaberial
Jewelry, domestics, giftware, hardware

Buyer
Judy Grooms
Sporting Goods, home appliances, consumer electronics, cameras, housewares

Buyer
Cheryl Jump
Outdoor living, cand, books, household supplies, health & beauty aids

Buyer
Mary Simpson
DPSC, commercial military clothing, military memorabilia

Camp Elmore, Norfolk, Virginia

(804) 423-1187
FAX: (804) 423-5819

Merchandise Manager:
GySgt L.B. Scott

Buyer
Janie Worley
Women's wear,infants/girl's wear, jewelry, military clothing

Buyer
Florence Fulcher
Self service, men's Wear, boy's wear

Buyer
Paige Smink
Footwear, sporting goods, housewares, automotive, consumer electronics, luggage

MCLB Alabany, GA

(912) 888-6901
FAX: (912) 439-0324

Merchandise Manager:
Capt D.D. Leutwyler

Buyer
Kay Moore
Women's wear, Men's wear, infants, children's wear, jewelry, cosmetics, self service, hardware, sporting goods, automotive, outdoor living

MCAS Beaufort, SC

(803) 522-7017
FAX: (803) 522-7077

Buyer
Lou Prince
Self-service, beverages, consumables, housewares, consumer electronics, photo, military clothing, men's apparel, women's apparel, children's apparel, shoes, luggage/leather goods, hardware, sporting goods, outdoor living, toys, trim-a-tree

Buyer
Eloise Martinez
Automotive, liquor

MCLB Barstow, CA

(619) 256-0212
FAX: (619) 256-7027

Merchandise Manager:
Capt (Sel) C. Dykes, USMC

Buyer
Sadako Young
All Categories

MCAS Kaneohe Bay, HI

(808) 254- 5871
FAX: (808) 254-1022

Merchandise Manager:
Yoshihiro Ono

Buyer
Paul Lindley
Men's wear, women's wear, children's wear

Buyer
Linda Cezar
Housewares, furniture, giftware, cosmetics, jewelry, shoes, home appliances

Buyer
Kelly Nakano
Hardware, automotive, photo, sporting goods, outdoor living, toys, luggage, consumer electronics

Buyer
Susan Susuki
Health & Beauty Aids, consumables, books and stationery, tobacco, household supplies, beverages

Buyer
Sharon Kauhane
Military clothing

Iwakuni, Japan

01181-8272-14171
FAX: 01181-8272-17160

Merchandise Manager:
R. Minissali

Assistant Merchandise Manager:
Tony Rodgers
Automotive, sporting goods, luggage, men's wear, boy's wear, military clothing, housewares

Buyer
Ron Cogley
Health & Beauty Aids, consumables, stationery, tobacco, cosmetics

Buyer
Mike Olsen
Women's Wear, children's wear, shoes, jewelry

Buyer
Eizo Abe
Hardware, consumer electronics, office machines

MB Rodman, Panama

Merchandise Manager:
Herman Rijfkogel
All categories

Buyer
Baby Almengor
All categories

Guantanamo Bay, Cuba

011-5399-2330
FAX: 011-5399-2570

Merchandise Manager:
Ron Peach
All categories

Assistant Buyer:
Kathy Lucas
All Categories

Sales, Promotions, Events

Each individual Marine Corps exchange plans, develops, coordinates and maintains its own calendar of special or themed sales promotion activities. Specific dates for particular events are at best approximate and may vary by location. Presently, there are three events, the Annual Anniversary Sale in mid-September, the Christmas Catalog, and the Father's Day promotion that is planned and directed by the Retail Operations Branch in Quantico, VA. Typical exchange sales promotion events include: Valentine's Day; Washington's Birthday; Easter; Back-to-School (late August); Thanksgiving; and Christmas. For additional information and prevailing calendar dates call or write to the individual exchange stores listed.

Marine Exchange Sales
($ in millions)

FY	Sales	% Change
80	328.2	—
81	371.8	11.7
82	395.6	6.0
83	397.8	0.6
84	408.0	2.6
85	413.6	1.0
86	406.1	-1.9
87	425.0	4.7
88	438.1	3.7
89*	393.1	—
90	443.5	12.8

* First year of the MWR consolidation

U.S. Marine Corps Retail Operations Branch

VETERANS CANTEEN SERVICE (VCS)

810 Vermont Avenue, N.W.
Washington, D.C. 20420
Phone: (202) 376-8132
FAX: (202) 376-8528

James B. Donahoe

Key Personnel

Director
James B. Donahoe
(202) 376-8132

Deputy Director for Operations
Neil C. Whittle
(202) 376-8132

Deputy Director for Finance and Resource Management
John Ross
(202) 376-2451

Eastern Regional Director
Bill Buzzell
Ft. Howard, Maryland
(301) 477-1800 x8354

Central Region Director
Ralph Shalda
St. Louis, Missouri
(314) 487-0400 x4553

Western Regional Director
Bill Roos
Sepulveda, California
(818) 895-9318

Merchandise Support Division & Buyers

Chief, Merchandising Division
Russell R. Bouck
(202) 376-8141

Buyer, Ladies' Clothing, Accessories & Intimate Apparel
Mary Ann Melville
(202) 376-8142

Buyer, Men's Clothing
Dennis Miller
(202) 376-8142

Buyer, Sundries, Electronics, Watches
Anthony Kapp
(202) 376-8142

Buyer, Equipment and Supplies
Tom Ford
(202) 376-8142

Buyer, Health & Beauty Aids
Diane Barber
(202) 376-8142

Veterans Canteen Service Finance Center
Robert A. Young Federal Building
1222 Spruce Street
St. Louis, MO 63103-2821

Director
A.J. Austermann
(314) 539-6401

Chief of Accounts Payable
Jolene Thurston

Assistant Chief Accounts Payable
Cathleen Quain

VCS Buying Procedures

Vendors make direct contact with the VCS buyers in Central Office to negotiate for merchandise and terms. Vendors are prohibited from directly contacting canteens.

New merchandise selections and vendor sources are reviewed at regularly scheduled Merchandise Committee meetings. A Purchase Order-Price Agreement List (PO-PAL) is issued to approved vendors establishing terms, cost, and retail selling price of each selected item. PO-PALs are then forwarded to each canteen for ordering.

Canteen chiefs select merchandise for their canteen from the PO-PALs in concert with a Basic Merchandise List which contains basic items required to be stocked at each canteen. This system offers personalized selection process allowing local and regional needs to be met.

The VCS has no national warehousing facilities; all shipments ordered by canteens go directly from the manufacturer to the ordering canteen. VCS Sales by Department

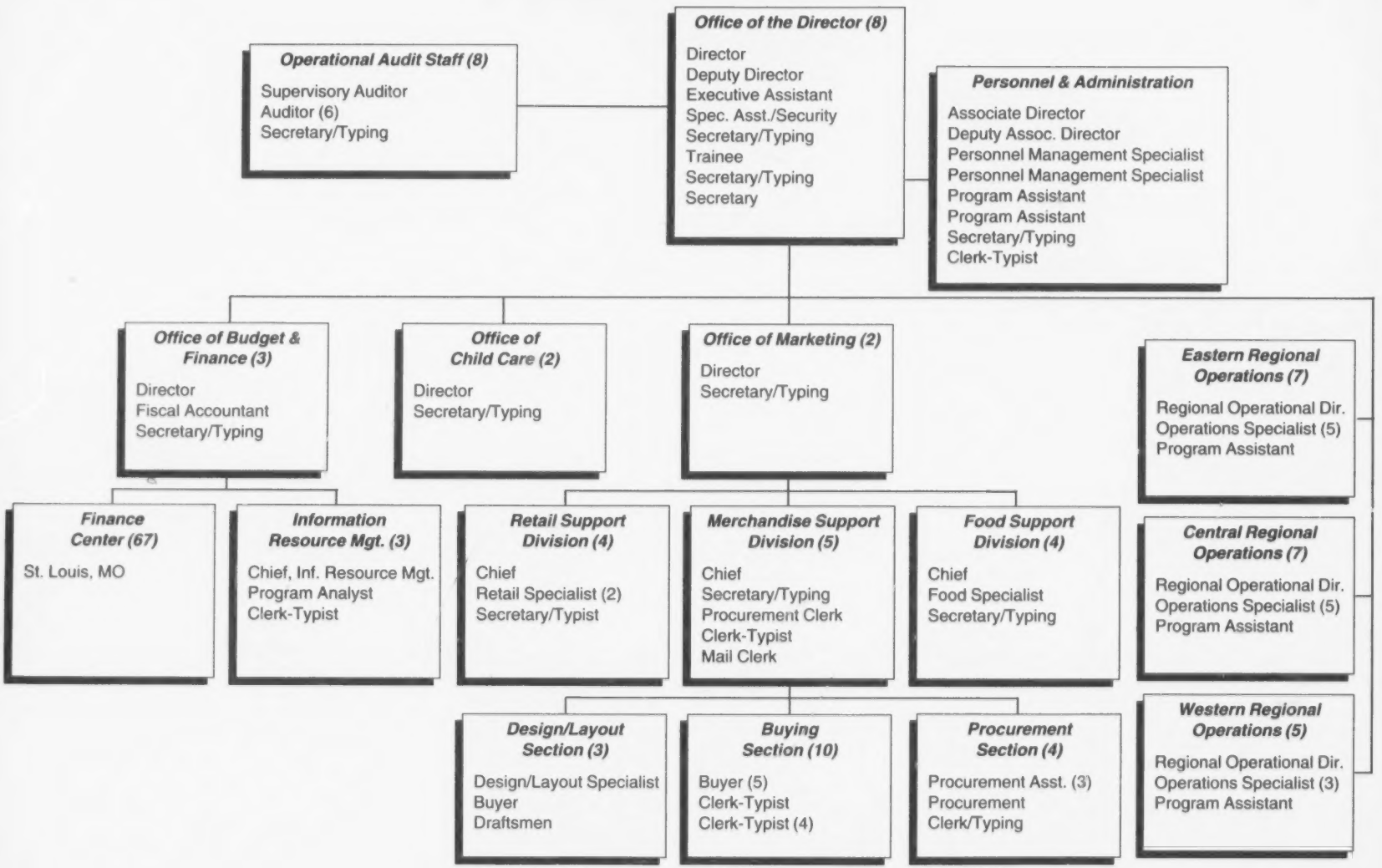
VCS SALES

More emphasis will be placed on promotional merchandise within the Merchandise Division. The new thrust for the VCS is to become a "sales driven" organization. As new programs are implemented to better serve the customers, we are already beginning to see improvements in sales. For example, April sales are up by 5% over last year. At this rate, we should be able to close the year with a positive sales growth.

VCS SALES BY DEPARTMENT

Department	FY86	FY87	FY88	FY89	FY90
FY90 Retail	99,746,984	97,477,585	94,883,729	89,779,788	90,637,298
Manual Food	58,423,061	60,173,551	60,764,154	59,803,519	60,562,004
Automatic Food	7,565,202	7,738,370	7,851,448	7,929,039	8,115,726
Automatic Beverage	12,735,164	13,510,267	14,028,815	14,431,483	14,784,874
Service Departments	4,480,109	4,372,586	4,362,223	8,223,619	10,231,910
Total	**$182,950,520**	**$183,272,359**	**$181,890,369**	**$180,167,448**	**$184,331,812**

DEPARTMENT OF VETERANS AFFAIRS
VETERANS CANTEEN SERVICE (VCS)



OFFICE OF COMMISSARY AND RECREATION AFFAIRS (A/OPR/ST/CR) U.S. Department of State

Ravi Sikand

Room 600, State Annex 6
Washington, D.C. 20522-0602
Phone: (703) 875-6088
FAX: (703) 875-6105

A/OPR/ST/CR

Director
Ravi Sikand

Program Manager
Elizabeth Weber

Management Information Systems Manager
Donna Van Dyke

Office of Commissary and Recreation

The staff of the Commissary and Recreation Office (A/OPR/ST/CR) has as one of its purposes, the responsibility of assisting American Embassy Overseas Employee Associations. It provides support and guidance to over 145 American Embassy Employee Associations with gross sales and assets in excess of $122 million per year. The office is seeking U.S. suppliers to supply goods to Association stores.

As a service organization we provide: procurement assistance and coordination; a directory of U.S. suppliers who are interested in conducting business with the associations; regional association conferences to discuss common issues in the direction and operation of all associations, and an opportunity to meet with suppliers; financial management assistance; the provision of TDY assistance by consultants who give on-site management and financial guidance.

A/OPR/ST/CR is currently emphasizing the following areas of association activities: negotiating with wholesale suppliers and freight forwarders to increase the total number of suppliers to over three-hundred companies; developing and installing a standardized accounting software program for all associations; providing associations alternative sources of income; formalizing training programs for association managers; assisting managers and spouses in obtaining positions within associations around the world as they are transferred; and improving internal controls procedures for associations.

Several directives have been sent from A/OPR/ST/CR which provide guidance on topics ranging from proper ordering procedures for consumables, to the prompt submission of annual audit reports and semi-annual financial statements, IRS responsibilities, insurance and bonding coverages, and access rights and privileges to commissaries and recreational facilities. These directives have been based on existing *Foreign Affairs Manual* (FAM) regulations and recent revisions made to the FAMS. A comprehensive handbook, entitled *Operating Overseas Employee Associations*, is sent out to all post associations and updated regularly. This handbook contains the regulations, and serves as a manual on effective association management. Additional manuals are being developed which will provide additional information and guidance to the managers on association services and operations.

Presently, the office reviews and analyzes financial statements and audit reports, and maintains a comprehensive database system on the worldwide employee associations. When requested by the associations, the office also provides TDY assistance by using staff members or outside consultants in order to provide on-site financial, management and technical guidance.

Since October 1987, the office has been a totally non-appropriated funded activity (i.e. all management support assistance provided by the staff or experts, with the exception of one federal employee, are paid with non-appropriated monies). A Central Fund Board of Directors representing foreign affairs agencies is responsible for this NAFI and under the guidance of the Chairman (Deputy Assistant Secretary for Operations, Department of State) establishes the policies of the office. It is the policy of the office not to endorse any company or product, and to only deal with and assist U.S. companies in marketing their goods overseas. For more information, write to Mr. Ravi Sikand, Director, at the address indicated above.

MORALE, WELFARE & RECREATION ACTIVITIES

U.S. ARMY

U.S. Army Community and Family Support Center
Mail: HQDA (Mail Code: CFSC-ZA)
Alexandria, VA 22331-0500
Location: Hoffman Bldg. I
2461 Eisenhower Avenue
Alexandria, VA 22331
FAX: (703) 325-2061

Commander
BG Raymond T. Roe
Mail Code: CFSC-ZA
(703) 325-9461

Strategic Planning
COL Thomas Herre, USA
CFSC-ZB
(703) 325-8149

Chief of Staff
COL Douglas J. Middleton
Mail Code: CFSC-CS
(703) 325-9009

Secretary to the General Staff
MAJ Jimmie D. Perryman, USA
CFSC-ZC
(703) 325-9008

Deputy Chief of Staff for Personnel, Admin & Logistics
MAJ Gary Hinson, USA
CFSC-PL
(703) 325-8147

Command Judge Advocate
LTC Robert M. Fano, USA
CFSC-JA
(703) 325-9633

Program Analysis and Evaluation

Director
LTC Michael E. Tharrington, USA
Mail Code: CFSC-AE
(703) 325-6789

Marketing and Strategic Planning

Chief
Edward A. Horejs
Mail Code: CPSC-AE-M
(703) 325-6120

MWR Plans and Policy Division

Chief
Margaret McMullen
Mail Code: CFSC-AE-P
(703) 325-9730

Internal Review Office

Chief
William A. Check
Mail Code: CFSC-IR
(703) 325-6957

Hospitality Management Group

Director
Mr. Peter F. Isaacs
CFSC-HM
(703) 325-9189

Lodging & Hospitality Program

Chief
John J. Ontko
CFSC-HMD
(703) 325-6980

Support Services

Chief
Keith A. Craig
Mail Code: CFSC-HMS
(703) 325-9500

Business Programs Directorate

Director
William A. Bartelt
Mail Code: CFSC-BP
(703) 325-0563
Prime Vendor Office

Chief
Mr. James Kuterbach
CFSC-BPB
(703) 325-0566

Program Support Office

Chief
Mr. Richard Belgrand
CFSC-BPA
(703) 325-0556

Resource Management Directorate

Director
Jeffrey R. Dalbey
CFSC-RM
(703) 325-8640

Non-appropriated Funds Operations Division

Chief
William J. Brantley
CFSC-RMB
(703) 325-8931

Financial Management Division

Chief
Priscilla Pazzano
CFSC-RMC
(703) 325-0860

Financial Plans & Programs Division

Chief
Dennis Walsh
CFSC-RMM
(703) 325-9840

Financial Admin Division

Chief
Tom Wolter
CFSC-RMA
(703) 325-0680

Community Recreation Directorate

Director
Philip V. Cota
Mail Code: CFSC-CR
(703) 325-9710

Recreation Division

Chief
Francis R. Kinsman
Mail Code: CFSC-CRR
(703) 325-9718

Sports Division

Chief
Mr. Steve Brown
Mail Code: CFSC-CRS
(703) 325-9715

Library Division

Chief
Nellie B. Strickland
Mail Code: CFSC-CRL
(703) 325-9702

Armed Forces Professional Entertainment Office

Chief
LTC Donald B. Kenworthy, USA
Mail Code: CFSC-CRP
(703) 325-9780

Armed Forces Sports Committee Secretariat

Chief
Vacant
Mail Code: CFSC-AFS
(703) 325-8871

Construction and Contracts Directorate

Director
COL Jack K. Norris, II, USA
Mail Code: CFSC-CO
(703) 325-9784

NAF Contracting Division

Chief
MAJ Ronald Fontenot, USA
Mail Code: CFSC-CON
(703) 325-0757

MWR Construction Division

Chief
LTC Edwin R. Brock, Jr.
Mail Code: CFSC-COP
(703) 325-8330

Family Support Directorate

Director
COL James M. Jones, Jr.
Mail Code: CFSC-FS
(703) 325-9467

Youth and Education Division

Chief
MAJ Jane R. Wilde, USA

Mail Code: CFSC-FSY
(703) 325-8377

Army Community Services Division

Chief
LTC Linda Jellen, USA
Mail Code: CFSC-FSA
(703) 325-9390

Child Development Services Division

Chief
M.A. Lucas
Mail Code: CFSC-FSC
(703) 325-0710

Retired and Veterans Affairs

Chief
LTC Gary F. Smith
Mail Code: CFSC-FSR
(703) 325-9158

Human Resources Directorate

Director
COL George W. Aux
Mail Code: CFSC-HR
(703) 325-0194

Training and Professional Development Division

Chief
Brian J. Gormley
Mail Code: CFSC-HR-T
(703) 325-9703

Community & Family Support Training Center

Chief
Larry Krauska
Mail Code: CFSC-HR-TT
(703) 285-5880

NAF Personnel Division

Chief
William McMullen
Mail Code: CFSC-HR-P
(703) 325-7762

Army Buying Procedures

Generally, procurement for Army leisure and MWR activities is accomplished at the installation level. Specific information regarding the addresses of individual activities may be obtained by sending a written request to the attention of the NAF Contracting Division.

U.S. NAVY

Bureau of Naval Personnel
(Mail Code: PERS-65)
Department of the Navy
Washington, D.C. 20370

Director, Morale, Welfare and Recreation
CAPT John McDonald, SC, USN
Mail Code: PERS-65
(703) 746-6500

Deputy Director, Morale, Welfare & Recreation
Dave Cosco
Mail Code: PERS-65B
(703) 746-6500

Head, Recreation Branch
George C. Schaefer
Mail Code: PERS-651
(703) 746-7017

Head, Recreational Policy & Administration
Bill Mullins
Mail Code: PERS-6511
(703) 746-7017

Head, Community & Outdoor Recreation Section
Susan Conklin
Mail Code: PERS-651C
(703) 746-7017

Head, Physical Activities Section
Kelly Powell
Mail Code: PERS-651CE
(703) 746-7017

Head, Fleet Recreation Section
Jerry Anderson
Mail Code: PERS-651G
(703) 746-7017

Head, Financial Management Branch
Vacant
Mail Code: PERS-652
(703) 746-6540

Head, NAF Personnel & Insurance Branch
Tom McFadden
Mail Code: PERS-653
(703) 746-6533

Head, Music Branch
LCDR Tom Metcalf
Mail Code: PERS-654
746-7000

Head, Club Branch
Larry Kelly
Mail Code: PERS-655
(703) 746-7060

Head, Operations Branch
Ed McCoy
Mail Code: PERS-655C
(703) 746-7060

Head, Field Assistance Section
Pat Shanaghan
Mail Code: PERS-655D
(703) 746-7060

Head, Policy/Administration Section
Kay Holt
Mail Code: PERS-655E
(703) 746-7060

Head, Research & Development Section
Kathy Burgess
Mail Code: PERS-655F
(703) 746-7060

Head, Support Branch
James Biernesser
Mail Code: PERS-656
(703) 746-6512

Head, Contract/Procurement Section
Ada Storms
Mail Code: PERS-656C
(703) 746-6580

Head, Facility Section
David Ranson
Mail Code: PERS-656D
(703) 746-6578

Head, Fiscal Oversight Section
Gerald Fitzgerald
Mail Code: 656E
(703) 746-7011

Head, Marketing Section
Diedra Hill
Mail Code: PERS-656F
(703) 746-6515

Head, Computer Service Branch
Tim Rushdi
Mail Code: PERS-657
(703) 746-6562

Head, Child Development Services Branch
Carolee Callen
Mail Code: PERS-659
(703) 746-5499

Navy Buying Procedures

Further information about the decentralized Navy MWR and recreation/leisure system may be obtained by contacting the Director, Navy MWR Division. Information regarding buying procedures and the specific addresses of individual activities may be obtained from the Director upon receipt of a written request.

U.S. AIR FORCE

Directorate of Morale, Welfare & Recreation Operations
Washington, DC 20330-0001

HQ USAF/MW
Director
Brig Gen Normand Lezy
(703) 746-3935

Deputy Director
Mr. Art Myers

HQ USAF/MWF
Chief, Resource Management Division
Col Bill Pool

HQ USAF/MWP
Chief, Plans and Programs Policy Division
Mr. Tony Jurney

Air Force Morale, Welfare, and Recreation Agency (AFMWRA/CC)
Randolph AFB, TX 78150-7000

Commander
Col Roy D. Sheetz, USAF
(512) 652-6207

Field Programs Directorate (HQ AFMWRA/MWOB)
Randolph AFB TX 78150-7000

Director
Col George D. Westover, USAF
(512) 652-3370

Business Programs Division Division Chief
Dr Lionel W. Simmons
(512) 652-2353/6312

Community Programs Division Division Chief
Lt Col Dan Cloppas, USAF
(512) 652-3370

MWR Promotion
Mr Allen Sonnenburg
(512) 652-3045

Air Force Nonappropriated Fund Purchasing Office (HQ AFMWRA/MWOK)
Randolph AFB TX 78150-7000

Director
Lt Col J. Edward Reaves Jr.
(512) 652-5426

Purchasing Programs Division Chief
Tom Miller
(512) 652-6931

Contracting Management Division Chief
Sam Bunch
(512) 652-6932

Air Force Buying Procedures

Further information about decentralized Air Force club and recreation systems may be obtained by contacting the Air Force Morale, Welfare, and Recreation Agency's Air Force Nonappropriated Fund Purchasing Office. Specific information regarding the addresses of individual clubs and recreation activities, and their buying procedures, may be obtained by sending a written request to the attention of the Commander, Headquarters, Air Force Morale, Welfare, and Recreation Agency.

U.S. MARINE CORPS

Mail: Commandant of the Marine Corps
Morale, Welfare and Recreation Support Activity (MW)
Quantico, VA 22134-5000
FAX: (703) 640-7291

Director
BGen J.R. Joy (Ret.), USMC
(703) 640-3808

Deputy Director
LtCol Bradley T. MacDonald, USMC
(703) 640-3808

Executive Assistant
Neil W. Macfarlan
(703) 640-3808

Retail Operations Branch

(Mail Code: MWX)

Head
John Price
(703) 640-3821

Assistant Head
R. Lee Phillips
(703) 640-3821

Food and Hospitality Operations Branch

(Mail Code: MWH)

Head
Joseph A. Caprara
(703) 640-3823

Assistant Head
Carol L. Garland
(703) 640-3823

Services Operations Branch

(Mail Code: MWS)

Head
Ronnie Cooper
(703) 640-3822

Chief, Procurement
Leah Woodley
(703) 640-3822

Chief, Services
Bruce Bendele
(703) 640-3838

Recreation Operations Branch

(Mail Code: MWD)

Head
Harold E. Hawkins
(703) 640-3824

Assistant Head (Action)
D. Gregory Gordon
(703) 640-3824

USMC Buying Procedures

Marine Corps club and recreation activities do not require bids. In most instances, club and recreation activities make their own purchases directly from manufacturers and other suppliers.

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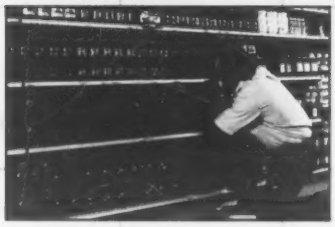

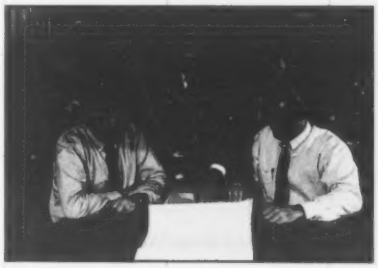

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